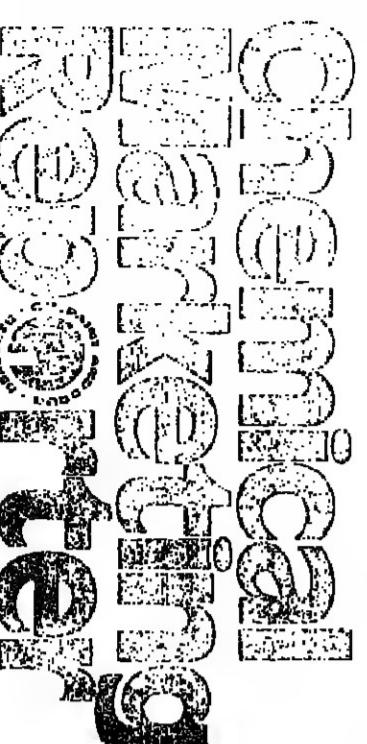


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## CMR MARKET INDEX

**CHEMICAL MARKETING Oct. 3, 1986.....151.80**  
**REPORTER's market index of chemicals and related materials**  
**Sept. 26, 1986.....152.04**  
**(100=1974 average), based on 97 key commercial chemicals**  
**Oct. 4, 1985.....152.62**  
**appear alongside with data for two weeks ago, last month and last year.**

Chemical Prices Start on Page 49

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## CHEMICAL MARKETING C

**MTBE:** Prices advance, bolstered by lead demand  
**BISPHENOL-A: Polycarbonate Industry**  
**ADIPIC ACID: Strong 1986 growth will continue**  
**UREA: Producers hope anti-dumping actions**

# Chemical Marketing Reporter

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NEWSPAPER

6 OCTOBER 1986 VOL 13 NO 41

6 OCTOBER 1986



## Capro Outlook

3

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## Dinoseb Halted For All Uses

The Federal government last week ordered an immediate emergency suspension of all uses of the pesticide dinoseb because of the risks posed by exposure from field application.

"Exposure to dinoseb during or shortly after field application poses a very serious risk of birth defects to the unborn children of pregnant women, particularly if exposed during the early stages of pregnancy," said Environmental Protection Agency Administrator Lee M. Thomas in announcing the ban.

He said dinoseb exposure from field application may also pose a risk of sterility for male workers. Dietary exposure, however, does not appear to present a significant risk to the public, Mr. Thomas added.

He said the dangerous routes of exposure are inhalation and skin absorption by people who apply the pesti-

cide, which is the active ingredient in about 180 products manufactured by 80 agricultural chemical companies. Major suppliers include Uniroyal Chemical Corporation, Hoechst AG, S.H. Marka Company Ltd., and Combinatal Chemic Fararar.

The emergency suspension is the strongest pesticide control action authorized by the Federal Insecticide, Fungicide & Rodenticide Act, and is only the third time EPA has taken a product off the market on an emergency basis.

EPA previously invoked its emergency powers to

Continued on Page 19

PESTICIDE DELIVERY: Between 7 million and 11 million pounds a year of dinoseb's active ingredient are sprayed as liquid from airplanes, tractor-drawn equipment and hand-held equipment,

## Grace Cuts Corp. Staff, Sells Off Two Businesses

W.R. Grace & Co. last week cut its corporate staff and sold two non-core businesses as part of a cost-saving program and corporate restructuring initiated last December.

Grace laid off 184 members of its headquarters staff in New York City, bringing the total down to 600 from 734 at the end of last year.

The company also announced last week the sale of its Dearborn Engineering Group to Les Chantiers Modernes, a Paris-based engineering firm. The Dearborn operation consists of two firms, Kilian Associates Inc. of Millburn, N.J., and Duncan, Lagnese & Associates Inc., Pittsburgh, Pa.

Grace described the Dearborn group as good in its field but peripheral to the company's mainstay specialty chemicals business.

The need to cut overhead has been prompted, Grace said, by the sale of various company businesses, as well as the downturn in the fertilizer and natural resource industries. The company said its corporate overhead next year should run at least \$25 million below last year's level.

In addition to last week's layoffs, the company has offered an early retirement incentive program.

The entire overhead reduction program is expected to result in a non-recurring charge to net income of approximately \$5 million, or 12 cents per share, in the fourth quarter of 1986, Grace said.

The restructuring program was initiated with the repurchase by Grace of the Flick Group's 26 percent holding in the company for \$58 million. The purchase was completed in January of this year.

Since then, Grace has sold its interest in Herman's Sporting Goods for \$227 million, and its Home Centers West and Orchard Supply Hardware units for \$180 million.

The company expects to sell the rest of its retail group, which includes home center stores and other retail outlets. Plans to sell the bulk of the retail units to an investor group led by Citicorp, Drexel Burnham Lambert and a Grace executive recently fell through.

Grace also plans to sell its interest in Taco Villa, its fast food operation, and complete a leveraged buyout by management of its restaurant group. Under the plan, Grace would retain a 47 percent interest in the operation.

The company also plans to combine the land and inland barge drilling operations of Grace Drilling and Dixie-Field Drilling Company.

"It has been necessary for us to take quick and decisive action in our plan to insure a sound, long-term position for Grace," said Charles H. Erhart, Jr., the company's vice-chairman and chief administrative officer, in commenting on the various moves.

"The major restructuring steps that have been accomplished and are under way should provide a base on which the company — its shareholders and employees — can grow and prosper," Mr. Erhart said.

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## Captive Shippers, Say ICC Backs Off Commitment

With the threat of Congressional action over this year, the Interstate Commerce Commission (ICC) has retreated substantially from its earlier proposal to revise standards for assessing financial health of railroads — a key factor in regulating rates where competitive shipping markets don't exist, an electric utility industry spokesman charges. Thomas R. Kuhn, executive vice-president of the Edison Electric Institute, says, "Over the past two years, support has grown for legislation to ensure that the ICC's regulatory practices are fair to captive shippers. With immediate Congressional action now unlikely, the ICC has once again failed to reform its practices."

In February 1988, ICC chairman Heather Grady told Congress that the "existing standards and procedures for determining revenue adequacy [are] not producing a realistic picture of the financial condition of the rail industry," but recommended that "the question be addressed through the administrative process rather than legislation."

In June, the ICC proposed to make many of the changes recommended by shippers. That recent ICC action retreats in many substantial aspects from that proposal, says Mr. Kuhn.

"Shippers are distressed that, absent the threat of Congressional action, the ICC action, the ICC has failed to bring about constructive change. We agreed that the previous test did not produce a realistic assessment, but the new test will not reflect reality either," he adds.

A coalition of more than 2,000 large and small shippers dependent upon the railroad industry for transportation services, including chemical and fertilizer companies urged the ICC to revise the revenue adequacy test.

### Polyethylene Hike Completed by Allied

Allied Corporation announced today the expansion of its Baton Rouge, La. high density polyethylene plant capacity.

The expansion, already under construction, involves the debottlenecking of the polymerization area and related peripheral equipment along with the addition of a new densification line. According to Donald J. Bonin, vice-president and general manager for HDPE, the project will be completed in January of 1987, adding 120 million pounds of new capacity to the facility and bringing Allied's total HDPE capacity to 1,025 billion pounds annually, for an increase of 13 percent.

A company spokesperson says that the upgrading and expansion of the HDPE facility reflects Allied's continued commitment to the growth of the industry.

### Vitamin E to Battle Nitrosamine Threat

Starting Nov. 8, Department of Agriculture says it will allow bacon processors to apply vitamin E (alpha-tocopherol) to the surface of bacon to prevent nitrosamine formation.

"USDA approved vitamin E last year for injecting 'pumping' into pork bellies during bacon production," said Donald L. Houston, administrator of USDA's Food Safety and Inspection Service.

"At the same time, USDA solicited available information on the suitability of topical use of vitamin E during the production process. Data submitted show that surface applications of vitamin E — dipping, spraying and brushing — are functionable and suitable, so we are now approving that method for pump-cured bacon, which is the most common type produced."

Alpha-tocopherol is said to be effective in preventing the formation of nitrosamine compounds in bacon. Nitrosamines form at high frying temperatures when nitrite from sodium nitrite, which is used in the curing process to prevent the growth of organisms that cause botulism, combines with naturally occurring amines in the meat.

### Sulfuric Plant Sold To Avtex Fibers

Avtex Fibers will purchase General Chemical's sulfuric acid facility at Front Royal, Va. The acid plant has been operated by General Chemical and its predecessor company (Allied Chemical) as a dedicated supply for Avtex's rayon production. The plant is rated at 145,000 metric tons.

"This is an important step in our long-range strategy," an Avtex spokesman says. "Our relationship with General Chemical has been excellent over many years; however, this is an opportunity to significantly improve the Front Royal raw material cost position. The sulfuric acid market has gone through major changes, and this will give Avtex maximum flexibility to take advantage of those changes over the long term."

Avtex says it anticipates using the majority of the plant's capacity as rayon demand is very strong now. Avtex Front Royal's annual viscose capacity is about 200 million pounds. It produces rayon staple products for nonwovens, home furnishings and apparel, as well as rayon filament yarn for automotive, industrial and carbon yarn for aerospace. The complex also produces polypropylene fine denier staple for nonwoven thermalbonding.

### Warner-Lambert Sets Drug Delivery Product

Warner-Lambert Company's Parke-Davis is marketing "Nitrogard" a new prescription nitroglycerin delivery system for the treatment and prevention of angina pectoris due to coronary artery disease.

"Nitrogard," which was developed to overcome the limitations of other nitrate delivery systems, is nitroglycerin in controlled-release tablet form designed for oral, transmucosal administration. The nitroglycerin is impregnated into a special matrix of cellulose-like fibers.

The company says the product provides major therapeutic advantages over other oral nitroglycerin forms, including an onset of action that is faster than any other prophylactic nitrate (equivalent to sublingual nitroglycerin) and a duration of action up to five hours.

### A&W Names Paul; Livingston to Retire

Robin C. Paul has been named deputy chairman and managing director of Albright & Wilson Limited, London, a wholly owned subsidiary of Temecno Inc. Mr. Paul will succeed David W. Livingston, who is retiring after 37 years with the company. Mr. Paul's appointment is effective November 1, 1986.

Mr. Paul was previously at Imperial Chemical Industries plc., where he was deputy chairman, ICI Mond Division responsible for chlorine and derivatives business, production, engineering and personnel functions. He joined ICI in 1959 and, following a series of assignments of increasing responsibility, was appointed to the position of deputy chairman in 1979.

### Rollins Wins Decision

Rollins Environmental Services Inc. has been cleared of all but two of the 43 alleged violations at its toxic waste plant in Baton Rouge, La. State officials sought to close the plant after a malfunction there in August 1985 that sent up a plume of black smoke. The state reportedly plans to appeal the hearing officer's ruling last week.



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SAN FRANCISCO (415) 788-6855 - Richard W.

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EUROPE (31) 4804-9545 - Robert Breckin,

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4 rue Robert de Flers, 75015 Paris, France

JAPAN (03) 583-1181 - Hiroshi Sato, I.M.A. Co., Ltd.

Chiyoda, Higashiazabu, Minato-ku, Tokyo,

Japan

CHINA (Tat: 5-332121, Telex: 75288 AMRK

HK1 - Allison Luiz, China Consultants Interna-

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# Many people depend on your company and your products. But who do you depend on?



**de-pend (di-pend')** **Intr. v.i. 1.** To rely, as for support, help, etc. **2.** To be assured; to place trust.

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**USS Chemicals Division of United States Steel, Two Greenspoint Plaza, 18625 Northchase Drive, Houston, TX 77060. Phone: (713) 875-9510.**

**USS** **Chemicals**  
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Dr. Howard A. Schneiderman, who has been nominated to be a member of the National Science Board. Dr. Schneiderman is the senior vice-president of research and development and the chief scientist at Monsanto Company.

## FIFRA Reform Effort Survives as Congress Delays Adjournment

The inability of Congress to meet its early October adjournment target pumped new life into the FIFRA reform effort last week as the Senate approved a bill to restructure the Federal pesticide law and extend patent terms for new products.

"I don't believe in patent term extension," said Sen. Metzenbaum. "However, rather than lying on this whole bill at this late point in the session, I have agreed to go along with the extension, provided that there was a sunset provision in it."

He warned that if the sunset provision is dropped by the conference committee: "I will make every effort to defeat the entire bill."

What the pesticide manufacturers are getting of this bill is unquestionably worth millions of dollars to them and will cost the consumers millions of dollars. I think we have gone far enough in the compromise that has been made."

"We're still optimistic that we can get a bill; there's enough time," says a spokesman for the National Agricultural Chemicals Association. "But there are still some tough issues out there that must be dealt with," he adds.

The most critical issue for NACA is how the joint House-Senate conference committee resolves the question of patent term restoration.

The Senate Agriculture Committee and the full House have agreed that the patents of a pesticide product subject to regulatory review by Environmental Protection Agency should be extended for a term equal to the

review period up to a maximum of five years. But the Senate approved an amendment by Sen. Howard Metzenbaum (D-Ohio) that would limit the duration of the law's patent extension provisions to seven years.

"I don't believe in patent term extension," said Sen. Metzenbaum. "However, rather than lying on this whole bill at this late point in the session, I have agreed to go along with the extension, provided that there was a sunset provision in it."

He warned that if the sunset provision is dropped by the conference committee: "I will make every effort to defeat the entire bill. What the pesticide manufacturers are getting of this bill is unquestionably worth millions of dollars to them and will cost the consumers millions of dollars. I think we have gone far enough in the compromise that has been made."

Sen. James McClure (R-Idaho) pointed out that environmental groups promised not to block patent term restoration if the chemical industry would compromise on the FIFRA amendments.

"This sunset clause is a thinly veiled attempt to force negotiations upon industry in six years for something they had already negotiated (or in good faith) and should not have to revisit," said Sen. McClure.

The NACA spokesman calls the Metzenbaum

Continued on Page 29

## Bhopal Toll Revised Upward By Indian Gov't

Indian officials last week issued a revised death toll from the gas leak at Union Carbide Corporation's Bhopal pesticide plant in December 1984.

According to new figures released Thursday (October 6) by the state government of Madhya Pradesh, 2,233 people have died from the gas leak to date. Another 338 deaths are awaiting verification as being related to the gas leak, the worst industrial accident in history.

Carbide had no immediate comment on the revised death toll last week.

Last month, the Indian government filed suit against Carbide in Bhopal, claiming the firm bears primary responsibility for the disaster. The suit seeks unspecified compensatory and punitive damages on behalf of 500,000 alleged victims of the leak.

Carbide, which was not served with a summons and complaint at its corporate headquarters in Danbury, Conn., until last Tuesday (October 7), must respond to the suit by October 30. The company has contended that the accident was caused by a disgruntled employee of the Bhopal plant.

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# Icahn Is Proposing Acquisition of USX

Carl Icahn, the aggressive financier who last year forced a massive restructuring on Phillips Petroleum Company and recently won a battle to take over Trans World Airlines, last week made an offer to USX Corporation (formerly United States Steel Corporation) to acquire the diversified steel and petroleum company for \$31 per share, or a total of \$7.19 billion.

USX, which knew a takeover proposal was coming — if not from Mr. Icahn than from several other raiders who had accumulated positions in the company — said that it would evaluate the Icahn bid.

A month earlier, when Mr. Icahn disclosed a 9.8 percent holding in USX and it was learned that an Australian investor also had been buying heavily into the company, management of USX launched a thirty-day study to determine what restructuring steps should be taken.

Specifically, USX placed its big chemicals division on the block. With about \$1.24 billion of annual sales, the USX chemical operation includes major capacities for polypropylene, phenol, bisphenol A, acetone, cumene, agricultural chemicals, polyesters and mineral acids.

Theodore Semagren, chemical analyst at

the Shearson Lehman Securities division of American Express Company, notes that USX has world-scale capacities in polypropylene and several basic commodity chemicals. Most of these chemicals, after having been in long supply throughout this decade, are now beginning to tighten. As a result, the USX operation is more attractive and saleable — especially to companies already in the business — than it has been at any time in the recent past, Mr. Semagren said.

In addition to or in place of asset sales, restructuring steps to be taken by US Steel could include refinement of a substantial portion of equity and replacing it with debt. This step, taken by Phillips in its successful fight against an Icahn takeover, gains stockholder support by maximizing the value of their investment in the company. The shares are purchased at a price at least equal to the highest offer by the raider. Union Carbide Corporation and Unocal Corporation also successfully defended themselves against raids by massive share buybacks.

Other possible steps include large-scale purchases of stock by company employees and distribution to stockholders of proceeds from the sale of assets.

USX also could look for a friendlier acquirer, a role the company itself played five

Continued on Page 32



## News Capsule

### Arco, Carbide Team Up

Arco Technology Inc., a unit of Arco Chemical Company, and Union Carbide Corporation say they will license an improved process to produce methyl tertiary butyl ether. The process combines Arco's catalytic MTBE unit with Carbide's proprietary molecular sieve methanol recovery system.

### USX Sells Lands

USX Corporation's US Diversified Group has sold land containing phosphate rock reserves in Central Florida to Agrico Chemical Company, a subsidiary of The Williams Companies, Tulsa, Okla. The reserves are located in Hardee and Manatee counties. The sale does not affect the operation or reserves of the Rockland Mine of US Agri-Chemicals, a division of US Diversified Group.

### Liquid Air Advance

Liquid Air Corporation says it can now produce VLSI grade oxygen of 99.999% purity in tonnage quantities. Alphagaz, the specialty gases division of Liquid Air, offers the ultra high-purity oxygen under the "UltraOx" name. The product is required in the production of semiconductor VLSI circuits, in research and in aerospace.

### Beta-Carotene Offering

Cyanotech Corporation, Woodinville, Wash., is offering an all natural beta-carotene derived from algae. The company notes that solvents such as hexane, which are commonly used for preparation of synthetic beta-carotene, have been banned in Japan and are under scrutiny in the U.S.

### BTL Gets GE Resin

BTL Industries of Burlington, Ontario announced that its subsidiary, BTL Specialty Resins Corporation of Warren, N.J., has acquired an exclusive license to General Electric's line of methylvinyl resins in North America. BTL Specialty Resins will manufacture, market, sell and export the methylvinyl resins. Until BTL completes arrangements for production, General Electric will continue production at its Pittsfield, Mass. plant.

### Fluor Sells Drilling Unit

Fluor Corporation has agreed to sell its offshore drilling operation Fluor Drilling Services Inc., to Ocean Drilling and Exploration Company for \$17.5 million. Fluor says the sale is part of its restructuring program. The company had previously disposed of Odaco, and is now completely out of the drilling business.

### Pharmacia Buys LKB

Pharmacia AB has reportedly agreed to acquire a majority equity stake in LKB Produkt AB for the equivalent of \$14.1 million, and is seeking to buy LKB's remaining shares outstanding for \$7.4 million. The two Swedish companies are Europe's leading producers of separation and purification products. The deal gives Pharmacia a 40 percent share of the estimated \$560 million annual world market in those products.

### Stearns Wins Contract

Stearns Catalytic World Corporation was awarded a contract by the US Army Corps of Engineers to operate and maintain a chemical weapons demilitarization plant on Johnston Atoll in the Pacific Ocean. Stearns is currently managing the equipment installation contract in support of the program. The operation is scheduled to be completed in 1992.

### Raymark Restructure

Raymark Corporation announced a restructuring plan designed to protect itself from tens of thousands of asbestos-related liability suits. Raymark was a leading producer of brake and transmission products that contained asbestos. Shareholders approved the creation of a new company, Raytech Corporation. The new company will raise money to purchase the Raymark assets unrelated to the asbestos liability claims.

Continued on Page 3B

## Glaxo Slates R&D Cab

Glaxo Inc. says it will build a \$2.5 million research facility on the campus of the University of North Carolina at Chapel Hill N.C.

Glaxo's chief executive officer, Joseph J. Ruvane Jr., and Christopher C. Fordham III, chancellor of the university say the arrangement provides important benefits for both Glaxo and the university.

"Under the agreement, Glaxo will build a 16,000-square-foot biological research building as part of the medical complex on the Chapel Hill campus. Glaxo scientists will work with the university's faculty and students and will hold adjunct faculty appointments. The facility eventually will be turned over entirely to the university."

Stuart Bondurant, M.D., dean of the medical school, called the agreement a pioneering relationship. He said, "This linkage will contribute to the economy of our state."

standing research team based in North Carolina that can begin developing new medicines," says Mr. Ruvane. "This innovative partnership with the university allows us to begin assembling our team of research scientists even while we build our own research center."

The university is equally pleased," Mr. Fordham says. "This collaboration between two distinguished groups of scientists will enhance this important North Carolina industry, benefit the university medical school and enable both to better serve society."

Stuart Bondurant, M.D., dean of the medical school, called the agreement a pioneering relationship. He said, "This linkage will contribute to the economy of our state."

## Eastman Kodak Enters Accord With Biotechnology Partner

Eastman Kodak Company has entered into a production agreement with Advanced Genetic Sciences Inc., Oakland, Calif., for the commercial production of "Snomax," a snow and ice inducer.

AGS says the product has been used successfully for the past three years at selected ski resorts across the country. "Snomax" enables production of drier, higher quality snow and more snow for the same water input, the company says.

According to Douglas Sarojak, director of marketing and product development for AGS, the potential market for "Snomax" at ski resorts in the U.S. alone is \$30 to \$40 million annually. The potential market worldwide is between \$60 to \$70 million.

The agreement with Kodak will provide AGS with greater production capability, leading to expanded use of the product by resort operators AGS says. The agreement states that Kodak will produce 5,000 kilograms of "Snomax" for the 1986-87 ski season. Additionally, Kodak has agreed to produce a minimum of 18,000 kilograms of the product for the 1987-88 ski season, approximately \$4 million in sales.

The Bio-Products Division of Kodak will use a scaled-up version of the fermentation developed by AGS to produce the product in larger quantities.

The company's tests in a general laboratory, located in Rochester, N.Y., and Mobile, Ala., were also included in the acquisition.

Earlier this year, Environmental Protection Agency fined AGS for violating Federal regulations in carrying out safety tests of a genetically engineered microbe.

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# Who's making news in fatty acids and glycerine?

Why, Procter & Gamble is! Take our new, multimillion-dollar Quincy plant, near Boston. This fractionated fatty-acid facility will begin producing a multiple-product line this year.

We also continue to take a leadership role in supplying high-quality glycerine. Today we have refining facilities at five locations in North America, to meet your needs for a variety of end uses.

But fatty acids and glycerine are only two examples of P&G's heightened fatty-chemicals activity. At our state-of-the-art plant in Sacramento, Calif., alcohol-processing technology has taken a giant step forward, and production capacity has doubled.

As a result, we are able to supply ever-increasing quantities of even higher-quality ethoxylates, methyl esters and straight-chain fatty alcohols. What's more, Sacramento's advanced technology

has led to the production here of high-purity, heavy-cut alcohols.

In fact—with facilities from Hamilton, Ont. to Dallas, Tex., and from Baltimore, Md. to Long Beach, Calif.—our capacity to produce a full line of naturally derived chemicals may well be North America's largest.

The chemicals user who calls us first, seldom needs to make a second call!

More proof that P&G has the plants, the people and the commitment to be your long-term source of a full line of naturally derived chemicals, including glycerine, fatty acids, methyl esters and fatty alcohols.

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## OILS, FATS & WAXES

### Crude Tall Oil Price Falls; Weak TOFA Pricing Cited

Crude tall oil pricing going into the fourth quarter has fallen substantially from previous levels, according to industry sources. The drop comes in the wake of continued downward movement of prices on tall oil fatty acids (TOFA) and growing stocks of crude tall oil (CTO).

Buyers and sellers of CTO both are indicating prices in the range of \$90 to \$100. While the drop from the third quarter price range of \$135 to \$140 is a large one, it is not being greeted with very much surprise by the industry. The steady fall in TOFA prices led most of the industry to expect lower pricing on CTO.

Equally important in the price reduction is the plentiful supply situation of CTO, brought about by high running levels of paper mills. Paper production has increased 3.5 percent this year over last year, and paperboard production is up 7.1 percent, according to the American Paper Institute. These factors made the CTO decline fairly predictable, although not all producers expected the price to dip below \$100.

Producers of TOFA are hoping that this move will help their position in the fatty acids market. They have already been seeing their steady price reductions begin to pay off, as they are slowly winning back some of the market that they lost to soya fatty acids during the most recent periods of high CTO and TOFA pricing.

#### REGAINING MARKET

"We've already won back some of the market share from soya; we see this happening now," says one industry source. "TOFA is currently increasing its market share," agrees another, who likewise notes that he has seen some switching from soya fatty acids to TOFA, due to the increasingly attractive TOFA price.

At the same time, however, it is cautioned that a large segment of the market was lost earlier, and it has only begun to be won back. "The previous highs in pricing did a lot of damage to the TOFA market—it's really going to be difficult to get people back from soya," says a fractionator. "Once buyers change their formulations, they don't change back too readily," says another.

The fact of oversupply in the CTO and TOFA markets has led to downtime by fractionators, with more expected before the end of the year. "Fractionators have taken some maintenance downtime they wouldn't ordinarily take," says an industry source. CTO inventories at the beginning of September were 88,000 short tons, while the figure for

one year previous was 89,000 short tons, according to Pulp Chemicals Association figures.

TOFA inventories at the beginning of September were 27,000 short tons of product containing 2 percent or more rosin, and 5,200 tons for TOFA containing less than 2 percent rosin. The figures for the beginning of September 1986 were 14,700 tons and 3,200 tons, respectively, according to PCA numbers.

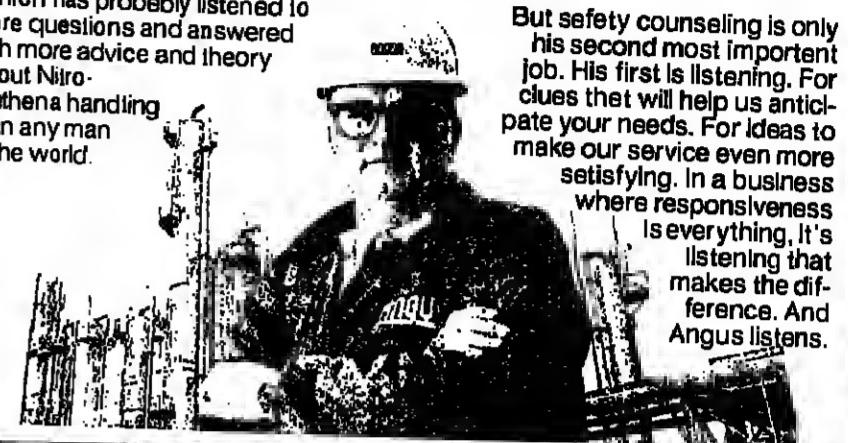
This increase in stocks was not accompanied by a great rise in production. Consequently, TOFA producers have been more

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## FRIDAY SPOT PRICES MARKET CLOSE OCT. 10, 1986

### CRUDE VEGETABLE OILS

Coconut oil, NY	lb. 1514
Corn oil, Pacific	lb. 1514
Corn oil, Midwest	lb. 1514
Cottonseed oil, Valley	lb. 1414
Linseed oil, Minneapolis	lb. 25
Palm oil, NY	lb. 13
Peanut oil, Southeast (restricted)	lb. 254
Soybean oil, Deseret	lb. 1668

### REFD. VEGETABLE OILS

Coconut oil, lano, NY	lb. 204
Corn, jumbo tank	lb. 271
Cottonseed oil, jumbo tank, NY	lb. 241
Peanut oil, jumbo tank, NY	lb. 351
Soybean refined oil, NY	lb. 1668

### OILMEALS

Cottonseed, 14% bulk, Memphis	ton 130
Linseed, extruded, 34% bulk, Fargo	ton 88
Peanut, 50% bulk, SS, Alabama	ton 168
Soybean, unrefined, 44% bulk, Deseret	ton 161.80

### FATS & GREASES

Grease, white, choice, tanks, divd, NY	lb. 101
Grease, yellow maximum 10%, lbs tanks, NY	lb. 8
Lard, foie, bulk tank, divd, Chicago	lb. 17
Tallow, edible, fancy, tanks, divd, NY	lb. 12
Tallow, edible, brt, tanks, divd, NY	lb. 114

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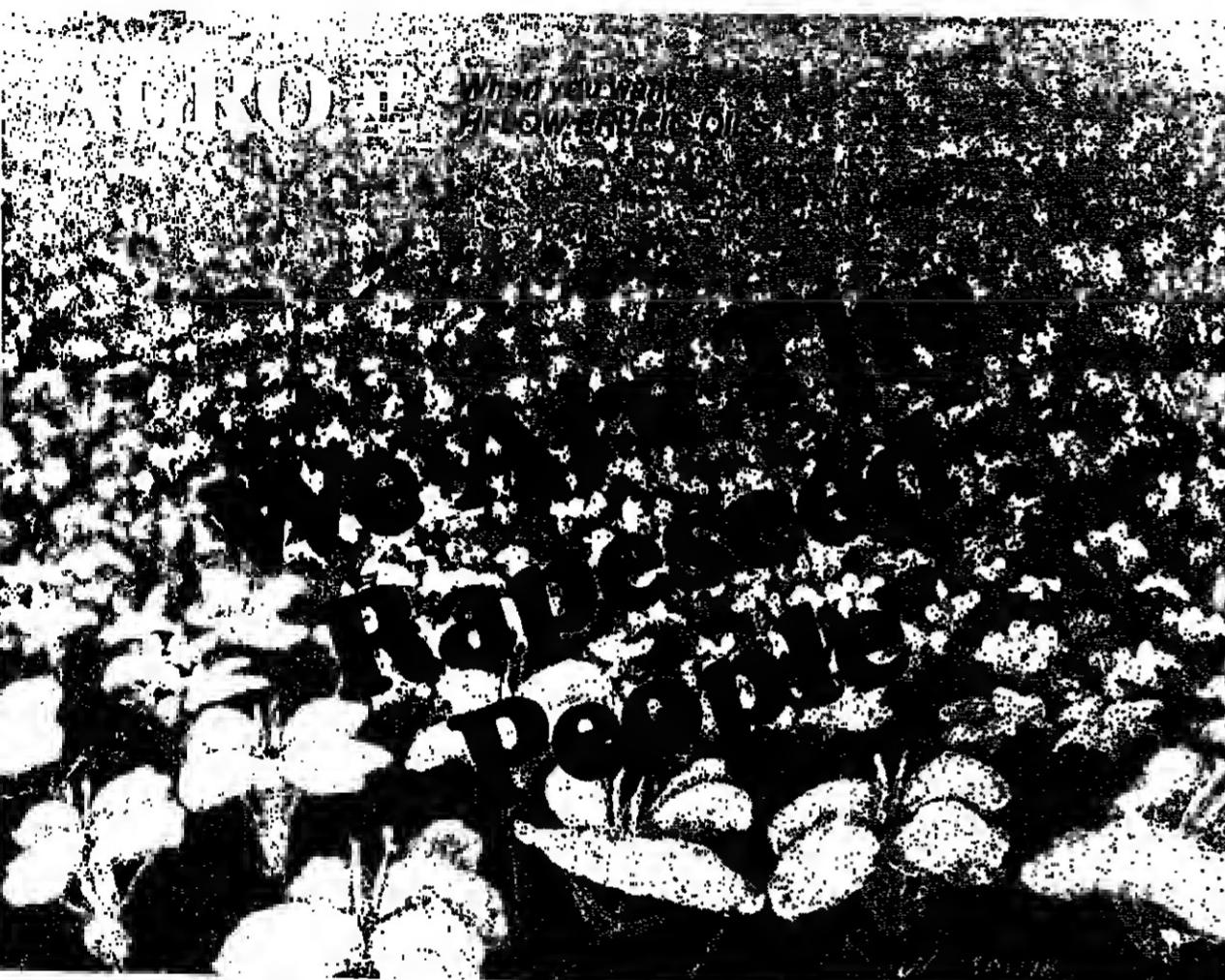
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## OILS, FATS & WAXES

production months in Malaysia, sources say. SOYBEAN OIL — The price of soybean oil has started to come down from the high levels it was seeing over the last two weeks. The market is softening in response to some pickup in harvest activity, as well as to a lack of consumer demand.

The previous rally, spurred by weather concerns and short covering in the face of low supplies, is dissipating along with the rainy weather in many of the soybean growing areas. The increase in harvesting has been small, sources say, but enough to help alleviate weather-related fears over the condition of the crop.

The lower buying demand which is helping to bring the market down is largely the result of consumer confidence that new crop will be flowing in the pipelines soon, at reduced prices. Actual price movements will depend

on the progress of the harvest, but some continued softening is likely, sources say.

### FATS & GREASES

TALLOW — Tallow pricing is firm, as offers continue to be scarce in the market, sources say. Production of tallow has been slow, stifled in part by consumers trying to avoid cholesterol, says an industry source.

### FISH OIL

MENHADEN OIL — The menhaden oil market in the US has been enjoying a pick-up in demand from European buyers. Export prices have moved up about \$50 per ton, according to an industry source, who notes that the price rise in palm oil helped push menhaden oil up as well.

Domestically, prices have not changed in recent weeks, nor has the slow demonstration improved. Producers are optimistic, however, that the price here will firm up in the fourth quarter, as fishing in the US and Japan slows to a halt, and stocks begin to dwindle.

### MISCELLANEOUS

COCOA BUTTER — The price of cocoa butter has come down to \$2.20 per pound. The lower price has come as a result of lower demand, as well as a fall in the price of cocoa beans. "Cocoa bean crops in the Ivory Coast were not as badly damaged from earlier dry weather conditions as we had previously thought," says an industry source. The cocoa butter price is expected to fall further, and an increase in demand is expected to come soon.

### PERFUMES & FLAVORS

Continued from Page 30

situation to recent Chinese success: "The Chinese have sold large quantities over the last 2 or 3 months, so offers from them are very limited; for the most part they're only offering 1987 lots." The Chinese are the only suppliers of Ilseca cuheba oil, gathered from the wild-grown May Chang tree.

Sources emphasize that pricing for Ilseca cuheba oil has no automatic ceiling because of oilseed prices. "Through some buyers must have the natural oil," observes an importer, "the majority of the market would move into synthetics if the Ilseca cuheba prices increased too much." Now, however, buyers are seeking the natural oil.

### SEEDS AND SPICES

BLACK PEPPER — Spot prices jumped another 10¢ to 13¢ to \$2.28 to \$2.30 per pound last week, due to increasingly short supplies. The longshoremen's strike up and down the East Coast temporarily interrupted the influx of new supplies, increasing demand for available warehouse inventories. Strong demand is continuing and has pushed pepper futures prices up from 10¢ to 13¢ per pound. This, along with a backdrop of expected shortages from points of origin (CMI, 10/3/86, p. 31), lends industry sources to expect even higher prices in the near future.

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Paraxylene Pricing Is Cut; New Capacity Looms in Japan

## AROMATIC ORGANICS

Paraxylene Pricing Is Cut; New Capacity Looms in Japan

Paraxylene producers have reduced contract pricing by 1/4 cent per pound this quarter, citing the imminent arrival of a substantial amount of capacity in Japan and domestic competition from low US cotton prices in the fiber end use market.

The new contract price is 18 cents per pound, down from the 19 1/4 cents per pound of the previous two quarters. Lyondell Petrochemical Company is said to have been the first producer to make the change. Spot pricing is quoted between 17 1/4 and 17 1/2 cents per pound.

In addition to competitive pressure among producers, the price reduction is attributed in part to end-market considerations. Congressional legislation this year has brought cotton pricing down substantially in order to better enable US growers to compete on the world market.

Paraxylene producers say that this action has had an impact on their dimethyl terephthalate market, a majority of which goes into polyester fiber production. With cotton pricing reduced, polyester makers have been seeking relief from feedstock pricing in order to better compete.

Paraxylene demand has remained fairly steady, paraxylene producers say, although it is observed that there has been some downtime in the DMT industry that has cut into paraxylene consumption. Of note, it is reported that E.I. du Pont de Nemours & Company, Inc.'s 800-million-pound-per-year plant at Old Hickory, Tenn., needed to shut down for about a week recently.

Also contributing to slightly looser paraxylene market conditions this quarter, according to one producer, has been "a lot of excess availability of European material." A downturn in European demand is seen as resulting in a pickup in the flow of product from Europe to the US and an increase in competition with US producers for the Far Eastern market.

Producers acknowledge that the startup of two Japanese paraxylene plants in the next few months is in the process of altering the Far Eastern picture. The Far East "is getting a little pricey," says one producer, and another observes that "people [there] are letting their inventories come down" in anticipation of lower prices from the increased availability of nearby material.

### DECEMBER START-UP

It is expected that one of the plants will commence production in December, and that the other will start up around April. Sources say each plant will be capable of producing approximately 220 million pounds of paraxylene per year.

Although it is assumed that the new capacity will substantially cut into US exports to the Far East, one producer says that, with demand from the region growing "almost by leaps and bounds," the market should continue to be a good one for US exporters. "We are seeing a little bit of jockeying for position, but it should be temporary," he asserts.

One producer says that, in addition to the anticipated new Japanese capacity, the shutdown for nearly a month of an Indonesian fiber plant has had a curtailment effect on demand for US exports. Also, it is reported that Mexico, even though its plant is still hardly producing any material, has not been buying quite as heavily as expected.

Domestically, although DMT demand for polyester use has not been strong, PET resin use continues to grow dramatically from a smaller base. "PET is getting to be a bigger factor," says one producer, and it is noted that a substantial amount of capacity has been added to the PET industry this year.

BTX — Spot benzene was quoted at 81¢ per gallon last week, a level that has been fairly constant since late September. Industry sources say that, if anything, there is some slight upward pressure on pricing.

"The market is relatively bullish," says a

steady for much of this year while crude oil values fell.

Though estimations of the industry's operating rate vary, production is said to be up from last year. However, looking ahead, producers express concern over the new foreign capacity and feedstock xylene tightness re-

### PRICES TRENDLINES

WEEK ENDING OCT. 10, 1986

#### CHANGES/UP

None

#### CHANGES/DOWN

None

#### AROMATICS INDEX

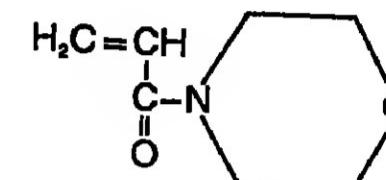
The Aromatic Organics Index reflects the price of 14 representative materials in this sector and the quantity of each produced in 1985.

Oct. 10, 1986	167.64
Oct. 3, 1986	167.64
Sept. 12, 1986	167.64
Oct. 11, 1985	167.64

Chemical Prices Start on Page 40

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<chem>OC(=O)c1ccc(O)c(O)c1</chem>	Cyclopropyl amine
Bis(4-hydroxyphenyl) acetic acid (& Esters)	<chem>CC1=CC=C(C=C1)N</chem>
<chem>OC(=O)c1ccc(O)cc1</chem>	Cyclopropyl methyl ketone
3-Benzoylacrylic acid	<chem>CC1=CC=C(C=C1)C(=O)OCC2=CC=CC=C2</chem>
<chem>CC(=O)C1=CC=CC=C1</chem>	5-Ethoxycarbonyl uracil
Monochloroacetaldehyde dimethylacetal	<chem>CC(=O)C1=CC=CC=C1</chem>
Aminoacetaldehyde dimethylacetal	Aluminum acetate basic (Soluble & Insoluble in water)
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## AROMATICS

buyer, but "there is not a whole lot of activity." A supplier adds that "there is not a lot of spot benzene around."

Sources say that, though major derivative styrene is firm, much of this is related to downtime in that industry. The downtime is seen as curtailing demand for benzene, and thus keeping benzene prices from getting particularly strong.

The benzene contract price level has been holding steady at 85c. per gallon since mid-September. Industry sources say that the outcome of Organization of Petroleum Exporting Countries' meeting could give the market some direction.

Spot toluene pricing is quoted between 66c. and 67c. per gallon, relatively unchanged from the previous week. Toluene pricing had been slipping for a couple of weeks, a trend attributed to weak gasoline pricing.

It is said that toluene could slip further, and one source says that octane demand has tailed off a bit recently due to considerations of economics.

The spot xylene market is quoted at 71c. per gallon. This price has been holding steady, and is expected to continue to do so, if firm slightly.

**PHENOL** — Producers say the 2c. per pound industrywide price increase, implemented October 1, has failed to hold.

Dow Chemical USA instituted a 2c. per pound temporary competitive allowance (TCA) retroactive to October 1. At the same time, Dow stated its intention to withdraw the TCA on November 1. Other producers said they would meet competitive pricing.

"The industry would like to see an increase," says one producer who points out weak margins in the business, "but it appears strongly that the entire market will be rolled back."

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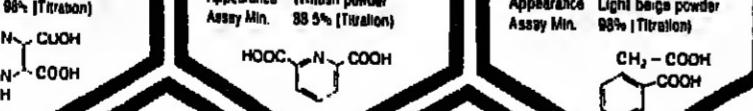
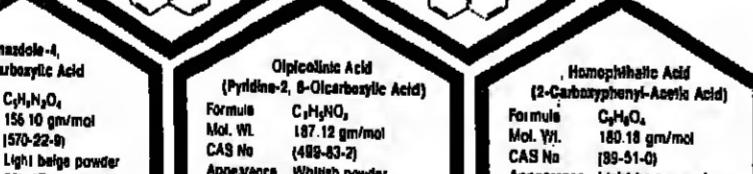
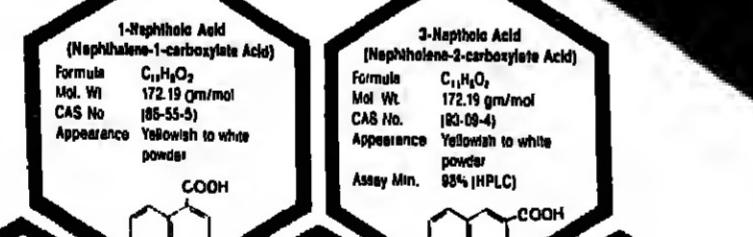
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CAS No.: 119-87-1  
Appearance: White powder  
Assay Min.: 99% (Titration)

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## Psoriasis Treatment

Continued from Page 7

in which the lesions are red and widespread, and pustular psoriasis, in which the lesions contain pus.

Discontinuation of treatment with etretinate often net with some degree of relapse at the end of two months, but subsequent treatment usually resulted in a clinical response similar to that obtained with the initial treatment.

The birth defects caused by the drug include gross abnormalities of the head and brain as well as malformed limbs and joints. Often, several defects may occur.

A boxed warning in the labeling accompanying the drug states that the drug must not be used by females who are pregnant, who intend to become pregnant or who may not use reliable contraception. Researchers have not yet determined when pregnancy could be safely planned after treatment. Detectable blood levels of the drug have been reported in some patients up to nearly three years after the drug was stopped.

Serious side effects also have been seen in patients themselves. These include liver damage and corneal and skeletal changes.

Signs and symptoms of vitamin A toxicity often occur, including bone and joint pain, skin rash and hair loss.

Roche will provide patient pamphlets, leaflets and red warning stickers for distribution by physicians and pharmacists relating to the side effects, the probability of major fetal abnormalities and the need for effective contraception before, during and after treatment with etretinate.

Approximately 80,000 people in the United States may be candidates for the drug because of severe psoriasis which is responsive to other therapies. The other currently available treatments include tar baths, steroids, a combination of drug therapy and light called PUVA (for oral psorale and high intensity ultraviolet-A light) and methotrexate.

Since significant adverse effects are associated with its use, etretinate should be reserved for patients with severe recalcitrant psoriasis. It should be prescribed only by physicians knowledgeable of the effects of this class of drugs, known as retinoids.

Etretnate is the second in a class of drugs called oral retinoids to be approved in the US. The first was isotretinoin ("Accutane"), approved in 1982 for severe and recalcitrant acne.

## ALIPHATIC ORGANICS

### Caprolactam Sparked

Continued from Page 3

percent to 571 million pounds. (The reported figures represent all nylon fiber shipments, including nylon 6, nylon 6/6, the largest form of nylon, and other nylons).

While residential carpeting for new homes is pacing the upturn in nylon fiber demand, sources say replacement carpeting, commercial carpeting, and automotive carpeting have all registered demand gains as well in 1986. In addition, other caprolactam-based fiber markets are growing this year. Tire cord, made for off-road vehicles such as construction equipment, has enjoyed higher demand this year. Also, the hegelequated textile industry, hampered by imports for the past several years, has received some relief from the softening dollar. "With the value of the dollar down, we're beginning to see a slow shift toward home-grown nylon textiles," says one caprolactam producer.

**AUTO APPLICATIONS**  
While nylon fibers dominate caprolactam tonnage, the resin business, particularly in automotive applications, is registering the highest growth rates. An Allied-Signal official says consumption of nylon in plastics applications (including nylon 6/6, and others) will reach 455 million pounds this year, an 8 percent increase from 1985. The Allied official says nylon 6 accounts for 30 percent of this total.

Looking ahead, the Allied official says the nylon resin business will grow 7 percent annually for the next five years. The major consumer of nylon resins is the automotive industry, accounting for 45 percent of demand. Detroit is rapidly adopting plastic body panels, and nylon resins are in the front of thermoplastics consumed in the area.

At present, DuPont and General Electric dominate this market, forming composite blends of nylon 6/6 with other plastics.

However, Allied and BASF are both making strong pushes into the auto industry with nylon 6-based products. Allied currently has 100-million pounds of nylon 6 resin capacity and is planning further expansions.

Nipro already is under contract to supply caprolactam to BASF, following the American Enka purchase last December. However, a BASF official stresses that his company contracted Nipro in order for BASF to maintain its own merchant accounts.

Strong domestic demand has forced a cutback in exports this year, producers say. An Allied official says his company has had no excess production to export this year, and a Nipro official says his company has curtailed exports. All totaled, caprolactam exports will only reach 30 million pounds this year, down from over 60 million pounds in 1985.

Caprolactam raw material prices have been on a rollercoaster this year, first pushed way down by declining oil prices, and now under upward pressure as benzene prices have rallied in the second half. Allied makes

A BASF spokesman says that its resin

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## ALIPHATIC ORGANIC EXPORTS: AUGUST

BUREAU OF CENSUS FIGURES IN POUNDS ON THE KEY ALIPHATICS

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Acetone	Ibs. 4,052,734	Ibs. 3,008,828
Acrylonitrile	Ibs. 72,083,228	Ibs. 10,587,928
Adipic Acid	Ibs. 4,797,810	Ibs. 5,492,197
Butadiene	Ibs. 7,328,167	Ibs. 15,857,510
Butyl Acetate	Ibs. 12,782,313	Ibs. 2,881,302
Cyclopentanone	Ibs. 5,073,318	Ibs. 7,888,853
Chlorinated Hydrocarbons	Ibs. 5,810,611	Ibs. 1,824,951
Ethanolamines	Ibs. 1,260,162	Ibs. 5,028,898
Ethyl Acetate	Ibs. 19,521,732	Ibs. 10,111,574
Ethylene Dichloride	Ibs. 53,001	Ibs. 139,946
Ethylene Glycol	Ibs. 24,380,182	Ibs. 2,129,094
Formaldehyde	Ibs. 31,286,148	Ibs. 5,185,114
Glycerine (Crude)	Ibs. 1,817,235	Ibs. 182,634
Glycerine (Refined)	Ibs. 181,871	Ibs. 76,574
Glycols	Ibs. 1,266,813	Ibs. 1,077,958
Methanol	Ibs. 4,631,801	Ibs. 3,078,417
Methyl Ethyl Ketone	Ibs. 1,888,043	Ibs. 682,659
Methyl Methacrylate	Ibs. 8,982,428	Ibs. 4,224,190
Methylene Chloride	Ibs. 9,897,110	Ibs. 3,600,271
Perchloroethylene	Ibs. 6,720,209	Ibs. 12,859,963
Polyethylene Glycol	Ibs. 1,368,111	Ibs. 1,247,495
Propyl Alcohol	Ibs. 18,378,857	Ibs. 6,554,248
Propylene Glycol	Ibs. 8,188,508	Ibs. 3,657,120
Propylene Oxide	Ibs. 7,992,512	Ibs. 16,403,502
Trichloroethylene	Ibs. 98,195,512	Ibs. 2,029,652
Vinyl Acetate	Ibs. 2,738,511	Ibs. 7,479,784
Vinyl Chloride	Ibs. 82,669,448	Ibs. 147,858,388
	Ibs. 137,001,713	Ibs. 21,704,044
		Ibs. 160,891,344
		26,322,055

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October 13, 1986

CHEMICAL MARKETING REPORTER

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## ALIPHATICS

caprolactam from phenol, which is made from purchased cumene. Cumene prices dropped from over 19 cents per pound in January to 13 1/4 cents in July before firming to 15 cents at present. An Allied official says costs savings from falling raw material prices have been offset by lower prices on phenol byproduct, acetone, and caprolactam byproduct, ammonium sulfate, both of which Allied sells on the open market.

BASF and Nippon both use purchased cyclohexane as their principal raw material, and it too, followed the steep decline in benzene prices suffered earlier this year. Cyclohexane prices plunged from about \$1.30 per gallon in January to a low of 85 cents per gallon in April. Since then, prices have climbed back to just under \$1.00 per gallon. Through this, caprolactam prices dipped from 70 cents per pound to a current 62 cents-to-85 cents-per-pound range, delivered.

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At the end of August, cumulative imports were 38.9 million pounds, compared to 24 million pounds for the same period.

At 1.3 million pounds, exports in August were up slightly from the July level of 1.1 million pounds and unchanged from the August 1985 level. Cumulative exports through August stand at 11.1 million pounds, just one-half of the total for the same period last year.

Total domestic disappearance of glycerine was 32.9 million pounds in August, up from the revised July total of 31.2 million pounds and up from the August 1985 total of 34 million pounds. Year-to-date domestic disappearance amounts to 239.5 million pounds through August, an increase over the 201 million-pound total through August of last year.

## Dinoesb Halted

Continued from Page 3

halt the use of dioxin-contaminated 2,4,5-T, the herbicide used in Agent Orange, and ethylene dibromide, a fumigant that had entered into much of the nation's grain supply.

The immediate ban of dinoesb is a follow-up to an August 28 EPA announcement warning the agricultural community about the potential to damage human eyes. It is well established that humans exposed to dinitrophenols (a chemical class of which dinoesb is a member) have developed cataracts.

The common trade names for dinoesb are: DNPB, DNOSBP, "Dinitro," "Dinoesb (F-ISO), Caldron, Silox, Vertac General and Selective Weed Killer, Raasite, Chemox General and P.E. Chemsect, Dinitrix, Dinitro-3, Dinitro General, Drexel Dynamite 3, Dynamite, Elgetol 318, Gabuton, Hal-Fire, Kiloseb, Nitrophone C, Subtex, Uncrop DNPB, Vertac Dinitro Weed Killer, 5, Dynamap, Premerge Plus with Dinitro, and Klean Krop.

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The spokesman said the company intends to request a hearing by an administrative law judge and hopes to keep the product on the market after modifying the hazard warning information on the label.

EPA estimated that the ban will cost American farmers as much as \$80 million per year. Between 7 million and 11 million pounds of dinoesb active ingredients are annually sprayed as a liquid from airplanes, tractor-drawn equipment and hand-held equipment. The herbicide registered since 1948 is used to kill broadleaf weeds. It is not registered for homeowner use.

The major use sites (by volume) include

soybeans (40 percent), cotton (15 percent),

potatoes (18 percent), peanuts (9 percent),

alfalfa (4 percent) snap beans (2 percent),

peas (2 percent), grapes (2 percent) and

almonds (1 percent).

Other use sites include clover, flax,

barley, oats, rye, wheat, apples, apricots,

cherries, citrus, dates, figs, nectarines, olives,

peaches, plums, filberts, pecans, walnuts,

blackberries, blueberries, boysenberries,

gooseberries, loganberries, raspberries,

strawberries, cucumbers, pumpkins, squash,

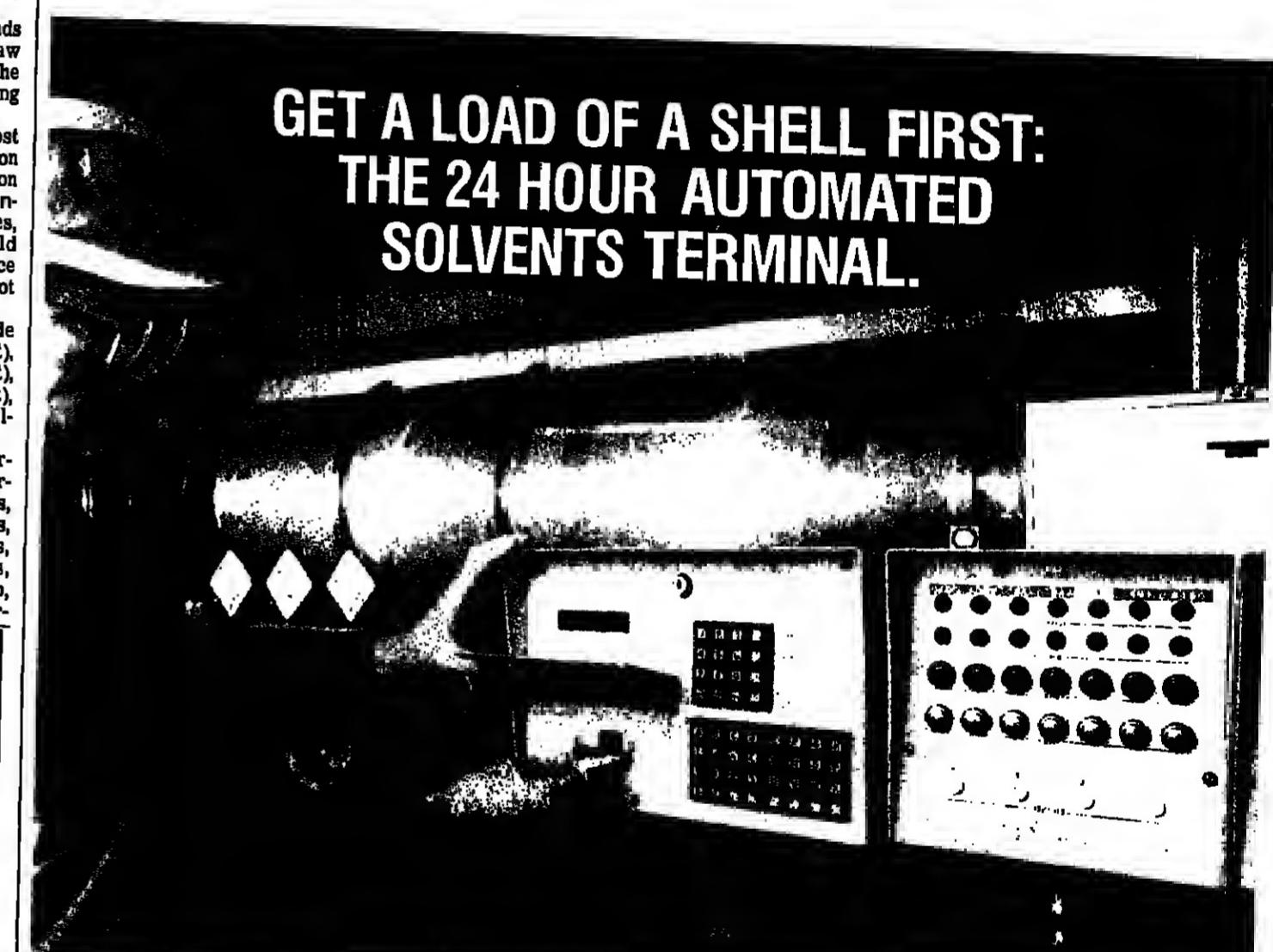
currants, lime and kidney beans, onions, gar-

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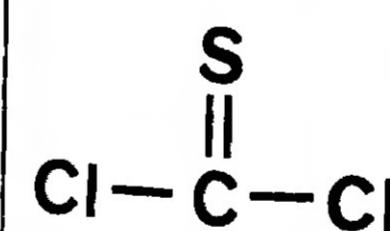
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The immediate ban of dinoceb is a follow-up to an August 28 EPA announcement warning the agricultural community about the possible adverse effects of exposure to the chemical.

Mr. Thomas said the emergency action was based on studies recently received by the agency indicating that dinoceb caused birth defects in laboratory animals. Defects included irreversible neurological and skeletal malformations in the offspring of animals exposed to the chemical, he said.

Mr. Thomas also said the agency has received other studies showing that dinoceb causes fertility effects in male rats and mice, indicating a significant risk for males who apply the chemical to fields.

A spokesman for Unicrop said the company has considered dinoceb a safe product when used in accordance with label instructions. But he noted that the company has not seen the new health effects data cited by EPA.

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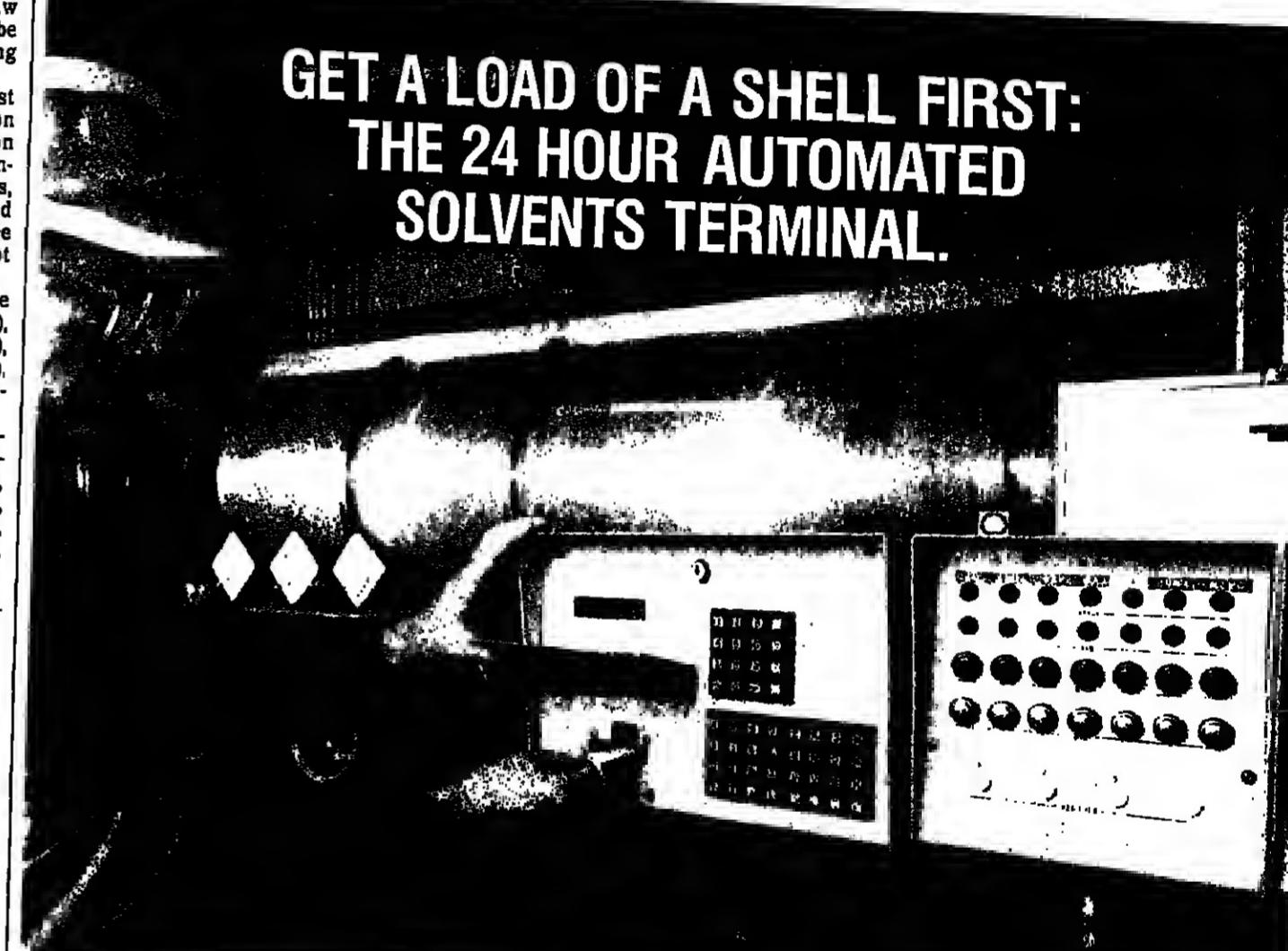
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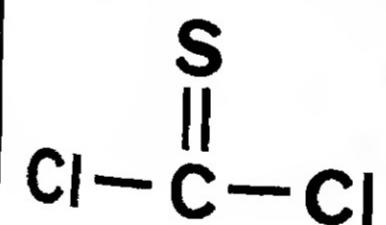
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## Mining Wastes Are Under Study

Environmental Protection Agency says it will study mining waste streams from the processing of ores and minerals to determine whether or not they should be regulated under the Resource Conservation & Recovery Act (RCRA).

Such waste streams were exempted from RCRA regulations in 1980 by Congress until these studies were completed.

But a Federal court last year imposed a September 30, 1988 deadline on the agency to complete its determination of which specific processing waste streams were encompassed by the mining waste exemption and should be studied.

Based on various comments received on an October 1985 proposal to determine the scope of the exemption, EPA was unable to issue a final regulation in time to meet the court-imposed deadline. Consequently, the

current mining waste exemption remains in place.

The agency says it will expedite and complete its first studies within a few months to the six wastes it proposed to list as hazardous in the October 1985 proposal.

Those wastes are spent aluminum pellets, copper acid plant blowdown, lead surface impoundment solids, ferro-chromium-silicon emission control dust/sludge, ferro-chromium emission control dust/sludge, and zinc wastewater sludge.

EPA says it will study the remaining processing wastes sequentially based on the level of health and environmental concern.

Waste Tanks Get Restriction

Tanks used by small quantity generators to accumulate hazardous wastes before the wastes are shipped off-site would be subject to the same dual containment requirements now in effect for tanks maintained by larger generators, according to a proposal by Environmental Protection Agency.

Small generators who produce between 220 and 2,200 pounds of hazardous waste a month would be required to perform periodic leak assessments of all existing hazardous waste tank systems, and provide leak detection capabilities with the installation of secondary containment.

Under the proposal, secondary containment would be required for new tank systems, but would be phased-in for existing tank systems.

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22 CHEMICAL MARKETING REPORTER October 13, 1986

## DRUGS & FINE CHEMICALS

### Lonza Initiates Price Increases For USP Niacin, Niacinamide

Lonza, Inc. has initiated the first USP niacin and niacinamide price increases in more than two years.

Effective November 1, all grades of USP niacin and niacinamide will cost \$6.50 per kilogram, an increase of 50 cents per kilogram. Furthermore, quantities of 1,000 to 4,000 kilograms of each product will move up to \$6.75 per kilogram, and quantities of less than 1,000 kilograms will rise to \$7 per kilogram. These increases also amount to 50 cents per kilogram.

The increases, if they hold, could indicate a turnaround for the lackluster USP side of niacin and niacinamide. As recently as July 1, when the prices for feed grades of niacin and niacinamide rose, the USP side was called depressed. A decrease in vitamin consumption led to oversupply and slackened demand, and pricing fell from between \$7.50 and \$8 per kilogram down to the recent level of \$6 per kilogram.

But now, says a Lonza spokesman, vitamin consumption is on the upswing. The spokesman believes there is a "trendiness" associated with taking vitamins now, as well as a trendiness in overall health consciousness. To further illustrate his point, he notes that manufacturers of foods such as soft drinks and cookies are promoting the products' vitamin fortification, even though they are not thought of as "health" foods.

Even though a price increase has finally occurred for the USP products, the Lonza spokesman is not convinced that this is the beginning of a firming trend. He says that it is premature to speculate on future pricing, especially on the heels of a long depression.

Other USP suppliers of niacin and niacinamide are examining the increases, but have not yet announced whether they will follow Lonza's lead. One supplier says his company has not raised its prices for almost three years, and therefore will study the Lonza increase carefully.

**JULY INCREASES HOLDING**  
Meanwhile, the feed side's July price increases are holding, according to sources. As was the case for USP, the feed side saw depression for about two years before 1986 price hikes. With increased interest in how much feed grade niacinamide should be used in animal feeds, coupled with decreased broker activity because of the failing dollar, pricing is not expected to regress.

Current feed-grade pricing is as follows: for niacin, \$5.50 per kilogram for 200 bags and more; \$5.75 per kilogram for 40 to 199 bags; \$6 per kilogram for 70 to 39 bags; and \$6.25 per kilogram for one to nine bags. A bag is 25 kilograms.

For niacinamide, the prices are \$5.65 per kilogram for 5,000 kilograms and more; \$6 per kilogram for 1,000 to 4,975 kilograms; \$6.40 per kilogram for 250 to 975 kilograms, and \$6.75 per kilogram for less than 250 kilograms.

Overall, imports of niacin and niacinamide are substantially larger than last year's, while exports are substantially down. Through July, USP niacin imports are up three-fold, to about 1.7 million pounds, up from about 554,000 pounds in 1985. Likewise, niacinamide imports rose to 2.1 million pounds, an increase of about 60 percent over 1985's 1.3 million pounds through July. The Bureau of Census doesn't differentiate between USP and feed grade niacinamide.

Exports have declined by about 30 percent, to 326,000 pounds, down from 469,000 pounds. Import statistics don't distinguish between USP and feed grades.

Observers do not expect the recent acquisition of Nepera, Inc. by Ciba-Geigy Group to have any effect on the marketplace, but they also note that it is too early to be certain.

**BACITRACIN** — This product's price has been stable since the beginning of 1986, reports a trade source. Demand is steady and strong.

Microfine nonsterile USP bacitracin is

listed at \$7.90 per million units, for orders of one billion units. For between one and five billion units, the price falls to \$7.70 per million units, and for more than five billion units, bacitracin costs \$7.50 per million units.

Bacitracin zinc nafcillinized costs USP costs \$9 per million units, for an order of

#### PRICES TRENDLINES

WEEK ENDING OCT. 10, 1986

#### CHANGES/UP

None

#### CHANGES/DOWN

None

#### DRUGS INDEX

The Drugs & Fine Chemicals Index reflects the prices of 10 representative materials in this sector and the quantity of each produced in 1985.

Oct. 10, 1986	211.16
Oct. 3, 1986	211.16
Sept. 12, 1986	211.16
Oct. 11, 1985	211.16

Chemical Prices Start on Page 40

one billion units. The price is \$6.40 per million units for orders of one to five billion units, and \$7.70 per million units for more than five billion units.

**IMMUNOPURIFICATION REAGENTS**  
Celltech Limited of England introduced new entry in its line of immunopurification products recently, at "Biotechnica '86" in Hanover, West Germany.

The product, "Resolute-BSA," will be used to remove bovine serum albumin, a contaminant of pharmaceutical compounds produced by mammalian cell cultures such as therapeutic anti-cancer monoclonal antibodies, lymphokines and interferons. Celltech claims that its product will be the only one of its kind available worldwide.

"Laboratory trials have proven 'Resolute-BSA' to be highly effective in removing the bovine serum albumin...without significantly affecting the yield of the desired product," notes a Celltech spokesman. Another spokesman explains that after using bovine serum albumin, it may subsequently prove difficult to remove, because it behaves like the product it is being used in during separation.

Celltech also sells "Resolute IL-2" and "Resolute IL-2 IRMA" for the purification and assay, respectively, of interleukin-2.

**NITROGLYCERIN** — Parke-Davis, a division of Warner-Lambert, has released a prescription nitroglycerin delivery system which allegedly treats and prevents angina pectoris, associated with coronary heart disease.

The product, "Nitrogard," contains all-glycerin and is orally taken in a controlled-release tablet form. According to Parke-Davis, the nitroglycerin is impregnated in a matrix of fibers similar to cellulose. The product can be placed between one's upper lip and gum on either side of the front teeth, or between one's cheek and gum. The tablet stays in place because once it's in contact with saliva, it becomes sticky.

"Nitrogard" is available in one-, two-, and three-milligram tablets. Recommended starting dosage is one milligram, three times daily, preferably with meals. Usual maintenance therapy is two milligrams, three times daily.

A spokesman notes, however, that the dosage may vary, depending on a physician's recommendation.

**VITAMINS** — EM Industries is raising its prices for various vitamins, effective November 1.

Ascorbic acid is being increased by 10%

## DRUGS & FINE CHEMS

kilogram, to \$11. Also increasing, by \$3 per kilogram, is pyridoxine hydrochloride, which will cost \$36.

An EM spokesman notes that direct compression grade ascorbic acid, as well as other specialty grades, will rise proportionally. Lastly, EM is establishing a list price of \$14.50 per kilogram for calcium ascorbate. Previously, there was no published list price.

The spokesman attributes the price increase to US currency devaluation in relation to the deutsche mark. EM imports its vitamins from West Germany and claims that, because of the devaluation, "return on investment is poor."

These increases for vitamins are the first announced by a major player since Summer. EM, as well as other players, comments that prices for these vitamins are below the levels of the early 1980's.

Meanwhile, other vitamin sources are awaiting the EM increases. One spokesman claims that although the US dollar has been relatively stable recently, sellers anticipate a further softening and want to be prepared.

Need a Quick Study?  
Chemical Profiles

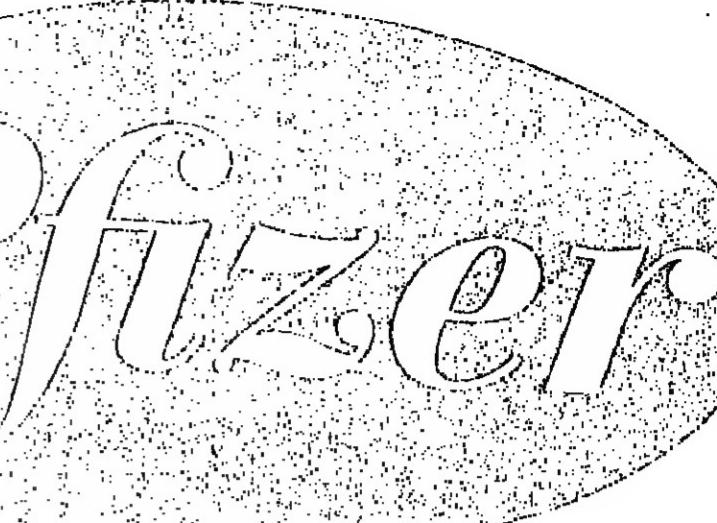
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CHEMICAL MARKETING REPORTER

23

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## Waste Study Funded by EPA

Tufts University Center for Environmental Management has received \$24 million from Congress to study the effects of hazardous waste on health and the environment.

The grant will be administered by US Environmental Protection Agency.

The center, which had previously received more than \$3 million in federal aid since it opened in 1984, sponsors research and organizes conferences on waste treatment policy and technology, groundwater contamination and health effects of chemical exposure, among other things.

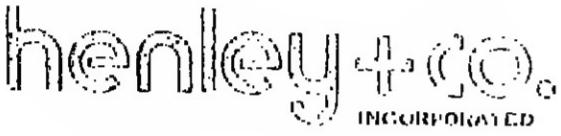
The new grant will support research by center staff members and Tufts faculty members on the university's Medford, Boston and Grafton campuses. "Interdisciplinary research is being stressed," a spokesman said. "Research projects will bring together medical specialists, engineers, scientists and policy analysts to address complex environmental problems."

"Of particular interest is the center's work on health issues, where it is assessing the effectiveness of several new quick, inexpensive tests of chemical toxicity in humans," he said.

This fall, the center will conduct the country's first national conference on household hazardous waste. It will be held in Washington, D.C., in cooperation with the EPA. The center also will co-sponsor an international environmental conference with the Sierra Club in 1987.

The center is supported by industry as well as the federal government. Stone & Webster Engineering Corp. in Boston, Monsanto, General Electric and AT&T are some of the early contributors to the center's Corporate Affiliates Program. Company representatives will help the center set a research agenda to address problems posed by industrial waste.

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## Cd Pesticide Could Be Nixed

Environmental Protection Agency is proposing to cancel the pesticidal uses of cadmium after determining that the risks of continued use outweigh the benefits.

The agency says it based its decision on data which show that exposure to cadmium results in carcinogenic and adverse kidney effects in test animals and humans. It says it is primarily concerned about the hazard cadmium may pose to applicators.

Produced primarily by Mallinckrodt, Inc. and C.A. Clesby, Inc., cadmium compounds have been registered since the late 1940s as fungicides for control of certain diseases in ornamental turf. Cadmium fungicides are used almost exclusively by turf-maintenance personnel on golf courses.

Approximately 30 pounds of cadmium are

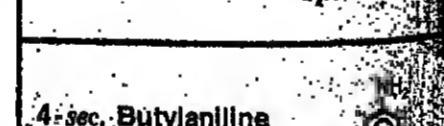
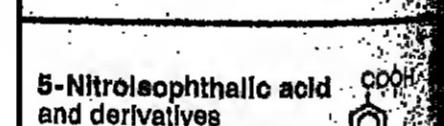
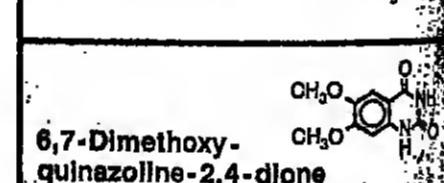
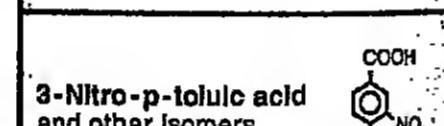
used annually for pesticidal purposes, less than 0.1 percent of the total cadmium usage in the United States. The majority of pesticidal use of cadmium is in midwestern states, where about eight percent of the golf course acreage is treated versus two percent nationwide.

Two application methods are used to treat golf course turf: hand held sprayers for greens and tees, and ground boom sprayers for fairways. Homeowners apply the pesticide by garden sprayers or hose-end applicators. Applicators are exposed to cadmium (via dermal and inhalation routes) during the mixing, loading and application.

EPA's estimates indicate that the dermal and inhalation exposure levels from use on golf courses are close to those which cause kidney effects. Estimates of exposure from application to home lawns are less but are of concern. The agency has also determined that the oncogenic risk to persons applying cadmium fungicides to golf courses, based on estimates of inhalation exposure, is unacceptable.

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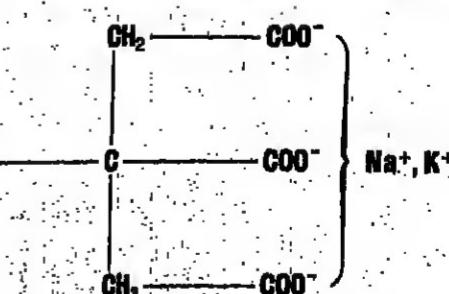
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5. Blamed the roller-coaster rides of supply and demand and high prices on Mother Nature instead of using modern science and agribusiness techniques to improve natural conditions and product surety and quality.
6. All used the same gum processing sub-contractors for years.

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## FIFRA Reform

Continued from Page 7

beam amendment "a major threat to the bill," and says the industry would probably withdraw its support if the measure is retained.

Another potential roadblock is the question of liability. The House exempts farmers from liability for damages caused by pesticides provided they do not act negligently, but it shifts responsibility for cleanup to the pesticide manufacturer.

NACA favors the language adopted by the Senate Agriculture Committee which exempts farmers from liability for damages if they follow label directions, but does not shift the liability from the pesticide user to the manufacturer.

However, the committee's provision was deleted from the bill by Sen. Dave Durenberger (R-Minn.), so the matter will have to be resolved in conference.

The NACA spokesman says the industry is also somewhat concerned about a groundwater protection amendment added to the bill by Sen. Durenberger that focuses on the prevention of contamination, rather than on detection or cleanup.

The industry's concern stems from the fact that EPA would be required to issue regulations under the Safe Drinking Water Act which is within the jurisdiction of the congressional environmental committees.

NACA believes the industry's interests would be better served by placing the groundwater protection program under the jurisdiction of the agriculture committee.

Another area of major controversy is the issue of data compensation — how much money a generic pesticide manufacturer should have to pay to make use of a pioneering company's health and safety data on a pesticide, and how that amount should be determined.

Rather than generating the expensive data required for registration by EPA themselves, generic companies would prefer to buy the data from the companies that developed the pesticides and conducted the original research.

Current law allows this practice and provides for an independent arbitration board to determine the price to be paid to an R&D company for use of its data.

But the law does not specify whether the

price should be based on the amount it cost the innovator company to perform the health and safety tests — usually a few million dollars — or on the market value of the pesticide — which can be worth tens or even hundreds of millions of dollars.

In the only case to go to arbitration so far, the award amounted to 50 percent of the cost of the data plus a ten-year royalty. In all, the value of the award is estimated to exceed \$16 million — an amount five times the cost of producing the data. Fearing similar arbitration decisions, generic manufacturers have been reluctant to enter the market.

The House bill slightly alters current law by limiting data compensation awards to twice the amount it cost to develop the data only in cases where the R&D companies have obtained patent term extensions.

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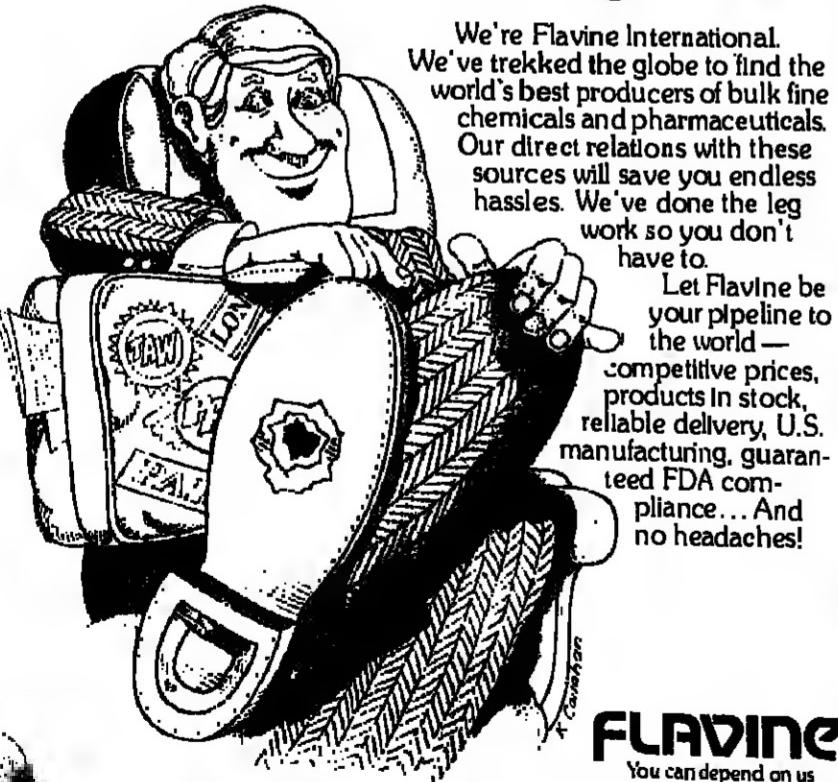
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## Fertilizer Group Sees Challenges

International trade barriers, mounting debt in Third World nations and modest demand projections are the major challenges facing the fertilizer industry, according to speakers at a recent international fertilizer conference.

US producers oppose American Export-Import bank loans to national industries competing directly with domestic manufacturers, said Gary D. Myers president of the Fertilizer Institute and host of the Institute's World Fertilizer Conference recently held in San Francisco. He says the institute is lobbying Congress to take trade retaliation measures against countries imposing tariff and nontariff barriers against US exports. "We only seek trade reciprocity," he says, noting that all fertilizer imports enter the US duty-free.

The current weak fertilizer economy is largely due to decisions made thirty years ago based on predictions of world food shortages, according to Emil S. Finley, president of International Commodities Export Corporation, a New York-based marketing firm. "The famous and loud clarion which began to call on us over thirty years ago kept warning us for decades that the world was to starve and that the only way to avert it from starvation was to build more and bigger fertilizer plants," he said. Mr. Finley also commented that industry tends to be "oblivious" to the

world agricultural market, and acts solely on domestic command.

In contrast to the forecasts of food shortages, Mr. Finley pointed out that agricultural output has increased 30 percent in the past twelve years, and prices have fallen. Fertilizer and other raw material production has also shot up 33 percent during this period, he added, in both industrialized and developing countries.

Naturally enough, the industry's oversupply has created poor returns on investment, a situation that will persist due to continued capacity building in developing nations, according to John W. Marshall, fertilizer business area and purchasing director for Imperial Chemical Industries, PLC. This problem is exacerbated in US and Western Europe, he said, because nitrogen plants, main raw material, natural gas, is expensive compared to many developing countries with industries owned or supported by government.

Last week, General Chemical Corporation, North America's largest alum producer, increased sub-schedule prices by \$6 per ton (dry basis), following a similar announcement by Stauffer Chemical Company a week earlier (CMR, 10/6/86, pg. 33).

General Chemical's increase is effective October 13 on spot orders and as terms allow on contract business. It affects all the company's producing locations East of the Rockies.

General Chemical cites increases in the cost of labor and fringes, aluminum raw materials, transportation and product liability insurance as reasons for the action. American Cyanamid Company, the third major producer, says it is studying the matter.

Producers say price erosion can be attributed to demand that has been flat at best over the past few years, and to increased industry capacity, resulting from the proliferation of small independent producers.

One smaller producer says that in the early 1980's, when alum prices were strong, smaller manufacturers entered the market with relatively little reaction from the major marketers.

### SEVERE PRICE EROSION

In recent years, however, the majors have begun reacting, and are said to be sometimes fighting for market share at the expense of profit. Price wars are reportedly occurring in some areas of the Southeast. One source says prices in areas of Georgia have dropped by up to 40 percent over the past two years.

Producers say that some price firming has occurred over the course of the year in isolated pockets where competition has been most severe. Georgia and parts of Florida are cited as having firmed up.

In most areas, however, prices have remained depressed, and most producers say a price increase is necessary. Most hikes will not come until the end of the year, when almost all municipal accounts are re-bid and most pulp and paper accounts are re-negotiated.

Prices to municipal water treatment accounts are set on a lowest bid basis, while prices to the pulp and paper industry vary regionally.

Municipal prices in Georgia can go below \$90 per ton, according to one source. To the North of that area, municipal accounts are put in the \$105 to \$120 per ton range, delivered, with large industrial accounts in that area paying from \$100 to \$110 per ton f.o.b. plant. Midwest prices are said to be firmer, and tend to run between \$10 and \$15 per ton off-list levels, according to one producer.

Aluminum sulfate demand in 1986 is a matter of debate. Several of the smaller producers who have been in the market for a number of years report that the Commerce

Department has only this year begun acknowledging their production for the purpose of compiling statistics.

Recently revised 1985 figures, which take into account the previously missing output, show production for the year to be 1,190,626 tons, as opposed to a formerly reported 1,003,324 tons. Production for the first seven

## HEAVY & AG CHEMICALS

### Liquid Alum Producers Post An \$8 Off-List Price Increase

Off-list price increases announced by major liquid aluminum sulfate producers may serve to boost margins in a market where prices have steadily eroded since October 1984, when a price hike was last announced.

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Likewise, the pulp and paper industry is operating at higher rates this year as compared to last, and many producers feel alum consumption by that industry has also improved.

### BASES & SALTS

SODIUM CHLORATE — KemaNord Inc., has announced a new list price for sodium chlorate solution (R-2) of \$330 per R-2 unit, f.o.b. Columbus, Miss., freight equalized with the nearest recognized producing point. This new list price is effective immediately on spot sales and on contracts, as terms permit.

An R-2 unit consists of one ton of sodium chlorate and 0.8 tons of sodium chloride.

KemaNord notes that more than 150,000 tons of high cost sodium chlorate capacity has been eliminated in Eastern North America during the past year and this, coupled with the normal growth in consumption, has improved the supply/demand balance considerably.

KemaNord raised sodium chlorate crystal.

### FERTILIZER CHEMICAL OUTPUT: JULY

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	JULY	JUNE	JULY '85
Ammonia, syn., anhyd.	1,107,534	1,118,682	1,312,272
Amm. nitrate	365,739	447,765	565,878
Amm. nitrate/urea solutions	144,612	151,283	166,965
Monopotassium phosphate	65,228	70,538	124,769
Other ammonium phosphates	48,338	45,810	24,872
Amm. sulfate	186,022	180,007	174,820
Diammonium phosphate	608,809	646,645	929,687
Phosphate acid	445,480	520,224	612,420
Superphosphate	592,070	721,074	812,910
Superphosphate, concentrated	2,000,000	1,900,000	1,900,000
Superphosphate, normal & enriched	149,564	145,761	222,374
Superphosphate and other phosphate fert.	28,760	31,513	19,142
Urea	955,061	921,188	1,324,941
	421,765	458,589	494,777

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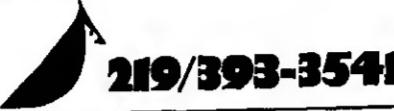
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## HEAVY CHEMICALS

Liat prices in August (CMR, 8-11 '86, pg. 29). Several producers have raised their prices for liquid sodium chloride.

### METALS & MINERALS

**COPPER** — This metal's price has been fluctuating since the end of July. The reason for this, says a producer, is that market conditions are pulling copper's price in two directions.

Copper pricing generally relies on the cost of precious metals pricing, and with Congress' recent overrule of President Reagan's veto of South African economic sanctions, platinum, gold and silver prices are rising. This has had a firming effect on copper.

On the other hand, supplies are increasing on the New York and London exchanges. So, says the producer, pricing has moved both up and down. He quotes a price of \$2.50 per

pound, but notes that the price was \$2.25 per pound three weeks ago. At the end of July, copper's price was \$2.40 per pound.

**LEAD** — Lead prices are firmly tied to increased battery prices for new car models. Battery prices, which begins rising in the Fall, account 75 percent of lead demand.

Lead's current price is 24½c per pound, according to one source. He says that price has risen steadily since the end of summer, when it was 21c per pound.

### Toxics Rules

Continued from Page 7

ments giving Federal officials the power they seek, but the provisions included in reauthorization legislation White House has threatened to veto.

In their appeal, EPA lawyers argue that the fund provides the authority to evaluate property when necessary to ban hazardous substances. The law gives broad powers to clean up abandoned sites.

"The decision of the court of appeals' EPA's efforts to conduct lead waste cleanup actions," the agency's high court. "The immediate effect of this is to halt all efforts to clean up contamination at the Waukegan site."

Attorneys for Dunboard Marine, on the appeal, said EPA's plans for the site would have a profound effect on their 2,000 employees, would disrupt traffic, limit the company's access to its facility, including six acres of a parking lot.

The company also said there is no scientific proof that PCBs in the harbor pose risk to fish, drinking water or air.

The first phase of RIAA's plan for the site would involve moving truck-mounted rigs, pickup trucks and other equipment the complex grounds.

In another case, the justices rejected overturn Federal regulations limiting oil discharges by the non-ferrous metals industry into the nation's waterways.

### Icahn Pursues USX

Continued from Page 9

years ago, when it rescued Marita Company from a hostile takeover of Mobil Corporation.

Mr. Icahn has denied that he will set "greenmail" in this effort, but it is necessarily an irrevocable commitment greenmail, the target company buys back shares acquired by the raider by paying a large premium. Ferro Corporation, for example, retained its independence by buying a 20 percent stock interest in Crane Corporation, which was held before a merger.

While he made USX — and other companies, for that matter — believe takeovers has been the declining oil and steel operations in the US, both because high labor rates and the increasing share of most of the industry's production trends that are actually aggravating. The companies have responded by cutting and seeking more specialized oil and steel business, but neither of these changes has fully compensated for the large portions of the basic commodity business.

Target companies who have taken whatever steps are necessary to avoid a takeover have been almost always successful in recent years. USX management will be strongly motivated by the fact that Mr. Icahn's policy is to fire most of a company's management in two people.

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- ③ Has your supplier been selling or closing down his merchant sulfuric acid plants because your needs are not consistent with his strategic direction?
- ④ Is your supplier now selling you someone else's sulfuric acid instead of his own? Does he no longer offer you a full product line — 60% through 65% oleum?
- ⑤ Is your supplier's favorite business metals or gasoline or fertilizer or other chemicals? Does his sulfuric acid marketing program depend on how much he's got left over from producing his primary products?

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# POTASSIUM PHOSPHATES

## Superfund Showdown

Continued from Page 5

would have to stay in session to override it, and I believe the sentiment among my colleagues to do so is strong."

The President is required to sign into law or veto a bill within 10 days (excluding Sundays) of the date it is formally received at the White House. However, if Congress adjourns during the 10-day period, the President can kill the bill by doing nothing, figuratively keeping the bill "in his pocket."

Both Republicans and Democrats strongly urged the President to reject the veto option during the floor debate.

A veto, says Rep. Norman Lent, R-N.Y., "would be a grave error. It would bring cleanup action at thousands of superfund sites to a halt, and we cannot allow that to happen."

"The American people regard superfund as the environmental issue of the decade," adds Rep. Florio. "A presidential veto of this vital program would demonstrate a momentary insensitivity on the part of the administration to the overwhelming support the toxic waste cleanup program has among the American people, the House and the Senate."

But opponents denounced the bill as "fundamentally flawed" and challenged tax provisions they said would ultimately be added to the price of consumer goods.

It would be inconsistent, said Rep. Hal Daub, R-Neb., for lawmakers who have proposed tax increases to vote for the superfund bill, which would raise taxes on the petroleum industry and order new taxes on all firms with taxable annual income over \$2 million.

Shortly before the House vote, Sen. Robert Packwood, R-Ore., and 80 other senators—including 38 Republicans—sent President Reagan a letter, urging him to sign the bill despite the administration's opposition to the tax provisions.

"The continuation of the program is criti-

cal to the health and safety of every American," the senators wrote. "We must all compromise. Environmental Protection Agency is desperately in need of funds. We cannot let this program in jeopardy while we continue to debate funding mechanisms."

Senate Republican leader Robert Dole of Kansas told his colleagues there "may be some flexibility" in the White House position if President Reagan is reassured the superfund tax will not be increased in the next few years.

If the President does veto the bill, Sen. Dole added, "I hope he does it promptly, so we can act on it (vote to override) before we leave." Congress plans to adjourn soon so members can campaign for the November elections.

EPA Administrator Lee Thomas has warned that superfund's lack of money means a shutdown is inevitable by year's end unless a new law is enacted before Congress adjourns.

The financing provisions would pay for the program with a broad-based corporate tax raise \$2.5 billion, an 8.2 cent-a-barrel tax on domestic oil to raise \$1.25 billion and a higher 11.7 cent-a-barrel levy on imported oil to raise \$1.5 billion, a \$1.4 billion tax on feedstock chemicals, \$1.25 billion from general taxpayer revenues, and \$300 million each in cost recoveries from responsible parties and interest from fund monies.

In addition, a 0.1 cent-a-gallon tax on motor fuels would raise \$500 million for a separate fund to pay for the cleanup of leaking underground storage tanks.

The American Petroleum Institute has denounced the tax on crude oil production as unfair and a coalition of more than 100 manufacturing firms, led by the Grocery Manufacturers of America, oppose the bill because it contains the broad-based tax.

But the chemical industry and environmental groups have endorsed the package.

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## Acid Rain Theory Posited by NOAA

Ocean upwelling, a process through which deep-ocean water is circulated to the surface, may add more acid rain-producing chemicals to the atmosphere than previously recognized, according to a scientist with the Commerce Department's National Oceanic & Atmospheric Administration (NOAA).

Dr. F. P. Parungo of the agency's Environmental Research Laboratories in Boulder, Colo., reports heavier concentration of sulfate and nitrate particles suspended in the atmosphere over areas of upwelling in the Pacific Ocean than over other portions of the ocean.

This is the first time a correlation between upwelling and concentrations of sulfate and nitrate particles has been noted, and shows that concentrations of acid rain precursors put into the atmosphere from the oceans varies from place to place, Parungo said.

"These additional particles could serve as cloud condensation nuclei to initiate cloud formation and promote precipitation," Dr. Parungo said.

NOAA research vessel Discoverer, Dr. Parungo said maximum quantities of acid rain-producing chemicals were found in air samples collected at upwelling locations off the U.S. Pacific coast, along the Equator, and off the Antarctic.

Dr. Parungo said that particles of sea salt-bearing sulfates and nitrates are transported from the ocean into the atmosphere via sea spray of air bubbling at the surface.

The relative concentrations of sea salt components in the air and the sea water are almost identical, but in areas where upwelling is occurring, there can be up to 100 percent more sulfates in the air sample than in the water, and up to 1000 times more nitrates, Dr. Parungo said.

This, she explained, is caused by the ocean spray particles intermingling with sulfur and nitrogen-containing gasses produced by biological activities in nutrient-rich waters. The gasses escape into the atmosphere where they are converted to sulfate and nitrate particles by photo-chemical reactions.

"These additional particles could serve as cloud condensation nuclei to initiate cloud formation and promote precipitation," Dr. Parungo said.

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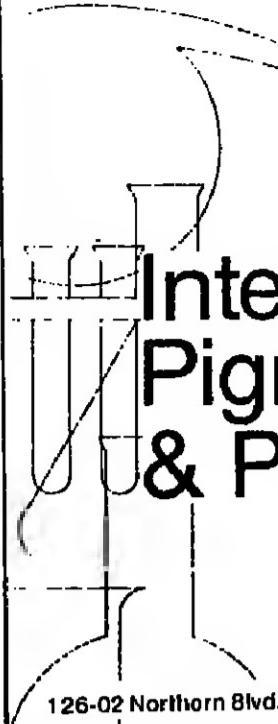
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## COATINGS & PLASTICS

### PVAc Margins Pressured By Rising Material Costs

Producers of polyvinyl acetate homo- and co-polymers (PVAc), who saw selling prices fall an average of 2 cents per pound over the first half of this year, now have higher raw material costs to contend with as well.

Not only have makers of vinyl acetate monomer (VAM), the key PVAc precursor, posted 2-cent-per-pound price increases for this quarter, but costs for other important intermediates, among them o-butyl acrylate and dibutyl maleate, have gone up 2 to 3 cents per pound this month.

Compounding the problem, polymer producers say, has been further price slippage in specific areas of the US, brought on by overcapacity and aggressive discounting. Since July, in Florida and Chicago and along the West Coast, sublist prices for PVAc have slipped, depending on grade and end use, an additional 1 to 2 cents per pound.

So far, manufacturers have swallowed these higher costs, complaining that the market has been unresponsive to their attempts to pass along higher production costs. This year, several VAM price increases were later withdrawn, and skeptical PVAc customers will need convincing that the recent VAM increases are holding before they will pay more for PVAc.

No PVAc producers have announced price increases, but all complain that price erosion has had a noticeable impact on margins. Over the past nine months, says one producer, VAM prices had come down substantially, but PVAc prices, in response to rampant discounting and a soft economy, had come down in excess of any company savings. "Margins were poor enough without the VAM increase," he says, referring to the current situation.

#### DISCOUNTS STILL THE NORM

Discounts between 10 and 20 percent off list price have become the norm in the PVAc market this year. With discounts, prices for paper grades, which sold between 26 cents and 30 cents per pound in July, are now said to range from 24 cents per pound (for large volume customers) to 29 cents per pound, while adhesive grades are selling between 26 cents per pound and 28 cents per pound. Paint-grade prices are uniformly 1 cent per pound lower than they were in July, ranging between 26 cents per pound and 32 cents per pound.

Demand this year has been steady, tracking GNP, and the overall size of the market is expected to grow by 2 to 2.6 percent, to around 1.8 billion pounds. Reflecting current high rates of construction, paint and adhesive demand have grown faster than the market as a whole.

One producer reports that PVAc sales to the paint and coatings industry (including vinyl acrylates and acrylate copolymers) should rise 8 percent over last year's already healthy figure, to 577 million pounds. Others feel that this figure is too high; 4 to 5 percent would be a more accurate description, they say, with between 2 and 2.5 percent of the total accounted for by latex paints.

Plastics applications, which comprise between 20 and 25 percent of the total market, represent a high growth area. Producers expect demand in this portion of the market to grow between 6 and 8 percent this year.

Demand within the traditional paints and coatings market segment, which currently accounts for around 30 percent of the total market, is expected to mirror the overall market's 2 percent growth.

Paper demand is expected to show 2 percent growth this year, reaching 270 million pounds. Paper makers reportedly have been switching back and forth between PVAc and styrene-butadiene (SB) latex in certain applications where qualities of the two materials overlap. For most of this year, SB latex has been the material of choice.

Although one producer feels that a trend away from use of SB latex has become more pronounced lately, as the paper industry moves away from production of "publication grade" paper, most producers feel that this is only a temporary displacement. SB latex, a lower priced product, will definitely remain the paper industry's favorite, they say.

Together, paint and paper segments traditionally account for 80 percent of the total PVAc market. A fairly flat paper market is

expected to bring this figure to 54 percent of the total.

The adhesives market segment is expected to grow between 3 and 5 percent overall, to reach a figure of over 740 million pounds this year.

Total merchant capacity for PVAc, including homopolymer and acrylate copolymers,

#### PRICES TRENDLINES

WEEK ENDING OCT. 10, 1986

#### CHANGES/UP

None

#### CHANGES/DOWN

None

#### COATINGS INDEX

The Coatings & Plastics Index reflects the prices of 13 representative materials in this sector and the quantity of each produced in 1985.

Oct. 10, 1986	306.4
Oct. 3, 1986	306.4
Sep. 12, 1986	306.4
Oct. 11, 1985	306.4

Chemical Prices Start on Page 40

excluding captive capacity, is said to be between 2 and 2.4 billion pounds per year, with utilization rates quoted between 70 and 75 percent of nameplate.

Within the past five years, several firms have shut down facilities. Last year, Relichold Chemicals Inc. closed its Tacoma, Wash., plant, but brought an equivalent amount of new capacity on-line through debottlenecking, with no effect on its total capacity or output. Producers say that industry capacity figures have been stable for the past two years.

Last quarter, some producers reported that captive latex facilities of several paint companies had been closed when the firms failed to comply with EPA emission regulations. This had had no impact on merchant demand for PVAc, however, producers say, because affected companies had their latex requirements tolled by other paint manufacturers.

#### PRIME PIGMENTS

ORGANIC PIGMENTS — Producers of phthalocyanine, quinacridone and azo organic pigments report that prices have been stable since July, when increases were posted by all major US manufacturers.

This year, the overall market is expected to grow by 2 percent; producers see revenue reaching \$550 million by the end of this quarter.

Demand within the traditional paints and coatings market segment, which currently accounts for around 30 percent of the total market, is expected to mirror the overall market's 2 percent growth.

Plastics applications, which comprise between 20 and 25 percent of the total market, represent a high growth area. Producers expect demand in this portion of the market to grow between 6 and 8 percent this year.

High-solid automotive coatings applications are becoming increasingly important, with many producers concentrating on improving the rheology of quinacridone and thiocyanine pigments, which have traditionally shown poor flow characteristics.

The Dyes & Pigments Division of Mow Corporation has recently introduced a new line of improved flow perylene and quinacridone pigments. These products, "Perry Maroon" R-6438, "Perrindo Red" R-6439, "Quinto Magenta" RY-6653 and "Quinto Red" R-6713, are said to allow for the

Continued on Page 56

## Chemical Finance

### Celanese Canada Boosts Dividend on Preferred Stock

Celanese Canada Inc.'s directors have raised the dividends on the company's two series of preferred shares by about 23 percent to \$2.16 per share on the \$1.75 series and \$1.24 on the \$1.00 series, payable December 31 for the full fourth quarter.

At a special meeting of common and preferred holders, approval was given to a series of amendments which make explicit, under terms of the issues, the company's right to repurchase common shares. When the preferreds were issued in 1946 and 1947, Canadian law did not allow companies to buy back common shares. Celanese Canada said that it has not instituted any common share repurchases and has no present plans to do so, but that it wanted to remove any possible impediment to future purchases.

### Greenwell Montagu Boosts Montedison, BASF Ratings

Greenwell Montagu Research, of the UK and New York, has lifted its ratings on several companies, including BASF AG, Croda Company, LaPorte Industries PLC and Montedison SPA, and has lowered ratings on Rhone Poulen and Brent Chemicals.

BASF, formerly rated as a hold/buy is now a straight buy recommendation, and has been upgraded to hold, as has Rhone Poulen.

Unchanged are Greenwell Montagu's hold/buy recommendation for BOC (formerly called British Oxygen Company) and the sell recommendation on L'Air Liquide, of France.

### Hanson Industries Selling USI Agribusiness

Sir Gordon White, chairman of Hanson Industries, US arm of Hanson Trust PLC, of the UK, said Hanso has signed a definitive agreement to sell USI Agribusiness Inc. to a Pennsylvania general partnership consisting of Hershey Agritech, Inc. and Meerpoli Limited Partnership for approximately \$7.8 million in cash and notes.

For the year ended September 30, USI Agribusiness, formerly a division of US Industries, had sales of approximately \$25.7 million and operating results were approximately breakeven.

### Ethyl Recommendation Affirmed by E.F. Hutton

E.F. Hutton & Co. is currently recommending accumulation of Ethyl Corporation's shares for short-term investors, but for longer term accounts, Ethyl is rated by Hutton as an average performer. John P. Henry, Hutton's chief chemical analyst, maintains an earnings estimate of \$1.35 per share for Ethyl this year, up from 92 cents last year, and the outlook is for \$1.80 per share in 1987.

The good earnings gains for Ethyl this year are coming from lead additives and First Colony Insurance Company, with additional gains from the firm's bond portfolio. The company's flame retardant chemicals business continues to show disappointing earnings, but Mr. Henry expects second-half results to be much improved. Ethyl is still incurring one-time expenses in the transfer of its bromine-based flame retardant chemicals production from Sayreville, N.J., to Magnolia, Ark., the Hutton analyst noted.

### Mabon, Nugent Is Positive on Chemical Stocks

Mabon, Nugent & Co. remains positive on the chemical industry outlook and recommends the shares of some of the industry's major companies despite relatively modest growth in output in recent months. Most sales volumes are satisfactory, while volumes in plastics, textiles, soaps and toiletries have been relatively strong, comments Robert S. Reitze, Mabon, Nugent's chemical analyst. In addition, capital appropriations are being increasingly applied to productivity improvements, Mr. Reitze adds.

The Mabon, Nugent chemical analyst recommends an overweighting of the industry's stocks in investors' portfolios. His recommendations include Dow Chemical Company, National Distillers & Chemical Corporation, Rohm and Haas Company, E.I. Du Pont de Nemours & Co. and Hercules Inc.

### Chemical ROE Rises in Second Quarter

The average after-tax return on equity for chemical manufacturers in the second quarter advanced to 14.9 percent from 12.6 percent in the previous quarter and 13.4 percent in the same period a year ago, according to the latest report of Census Bureau, Department of Commerce.

For industrial chemicals and synthetics, the results were even better, as the ROE advanced to 18.8 percent from 13.9 percent. In the pharmaceutical industry, returns averaged 18.6 percent, versus 19.6 percent in the previous period and 17.5 percent a year earlier.

The ROE in the petroleum industry recovered from its severe depression, reaching 11.1 percent, as against the 7.8 percent of the previous period and 6.2 percent a year ago. The ROE in rubber was 13.8 percent, up from 6.5 percent in the previous period and 8.1 percent a year ago, Census Bureau said.

### Cooper Development Signs Acquisition Contract

Cooper Development Company, a Palo Alto, Calif.-based investor in health care companies, has agreed on final terms for acquiring Cooper LasarSonics Inc., Santa Clara, Calif., a maker of surgical devices.

Securities of Cooper Development valued at \$6 will be swapped for each of the 19.4 million Cooper LasarSonics common shares outstanding, in a deal totaling about \$95.6 million. The securities to be traded will comprise a package of common and preferred Cooper Development shares.

### Ferro Is Experiencing Good Earnings Growth

Ferro Corporation expects to report strong year-to-year gains in both sales and earnings for the third quarter ended September 30, Adolph Posnack, president and chief executive officer, told a meeting with security analysts in Los Angeles last week.

Creditting improved market conditions in both the US and Europe, Mr. Posnack said that Ferro should report net income of approximately \$6.5 million, or 98 cents per share, on worldwide sales of about \$178 million, as compared with \$3.4 million and \$168.1 million a year ago.

### Montedison Wins Control of Milan's Mediobanca

Montedison SpA, Italy's highly diversified producer of chemicals, electric power and a broad range of consumer products and services, has won its fight for control of Mediobanca, a large merchant bank headquartered in Milan. Raul Gardini's Ferruzzi agricultural business, a group friendly to Montedison, raised its stake in Mediobanca from 1.6 percent to 14.5 percent, thereby assuring control to Montedison.

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October 13, 1986 CHEMICAL MARKETING REPORTER



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## PERFUMES & FLAVORINGS

### Vanillin Shift Follows

Continued from Page 1

vanillin at the Freeport, Tex., facilities. "Such a conversion," he says, "would not be that difficult."

Monsanto's sale of its vanillin interests completes the company's departure from the perfumes and flavorings industry. Monsanto's benzyl acetate operations went to Haarmann & Reitner and, before that, an entire flavor and fragrance house was sold to Buek, Boose and Allen.

Prices, supply and demand are not expected to be affected by the Rhone-Poulenc acquisition. According to an aromatic chemicals broker, "The purchase will strengthen Rhone-Poulenc's position but it won't change pricing because the competition is still fierce." Prices are considered soft, at \$12.35 to \$12.50 per kilo shipped, down from a mid-August quote of \$13.50 per kilo shipped.

#### MARKET STILL SOFT

"The market has continued somewhat soft, even though there isn't much vanillin available," another broker says. An importer concurs, and cites the difficulty lower prices present for long-term planning. "We have been pushing, unsuccessfully, for higher prices and have therefore dropped our long-term contracts. Buyers want more than they normally contract for and we have to refuse them."

Spurred on by this buying interest, industry sources look to price increases by January. "Prices will firm gradually and these buyers are trying to beat it," says one source.

#### ESSENTIAL OILS

**ANNATTO EXTRACT** — Miles Laboratories, Inc., is increasing prices for annatto food colors, effective immediately.

This increase is on the heels of a September 29 increase. A company spokesman says the move is necessitated by an "extraordinary" increase in cost for bixin seed, the source of the color extract.

The new price for the company's AFC Water Soluble 445 (single-strength) will be \$12.30 per gallon on 55-gallon closed-head, non-returnable steel drums; \$12.80 in 5-gallon white plastic pails; and \$13.80 in four-one-gallon plastic bottles in a carton. AFC's \$60 (double-strength) prices, on the same basis, are \$26.80, \$27.30 and \$27.80 per gallon, respectively.

**LAUREL LEAF OIL** — Laurel leaf oil jumped over 50 percent in the last two weeks from \$87 per kilo cost and freight, New York, to \$102 to \$105, same basis.

Industry sources cite supply problems from Eastern Europe and speculate that the laurel leaf spice situation has caught up with the oil (CMR 9/1/81 p.20). Laurel leaf has climbed from 80¢ per pound in mid-August to \$1.10 per pound test week.

"It's a very small item," says an essential

oil broker, "maybe two or three drums or sold a year."

**LITSKA CUBEBA** — Spot prices for cubea oil increased 20¢ per pound for

September, from \$1.00 per pound.

#### PRICES TRENDLINES

WEEK ENDING OCT. 10, 1986

#### CHANGES/UP

Anise seed, Turkish, 2-c. per lb.  
 Citronella Oil, Javan, 1cc. per lb.  
 Citronella Oil, Chinese/South American, 1cc. per lb.  
 Cloves, Madagascar, 1cc. per lb.  
 Coriander Oil, Durban, 1cc. \$5 per lb.  
 Laurel Leaf Oil, 135 per kilo  
 Laurel Leaves, Turkish, 2cc. per lb.  
 Litsea Cubeba Oil, 2cc. per lb.  
 Nutmeg, Washington Island, 1cc. per lb.  
 Orange Butter Oil, shipped, \$1 per lb.  
 Pepper, Black, 1cc. per lb.  
 Pepper, Lampung, 1cc. per lb.  
 Pepper, Minced, 1cc. per lb.  
 Rosewood Oil, Brazilian, shipped, 25c. per lb.  
 Saffron, \$10 per kilo.  
 Sesame Seed, Central American, hulled, 2cc. per lb.  
 Vanillin Oil, Hollin, 50c. per lb.

#### CHANGES/DOWN

Basil Leaves, Egyptian, 7c. per lb.  
 Cardamom Oil, shipped, \$5 per lb.  
 Cinnamon Leaf Oil, Cayenne, 5c. per lb.  
 Fennel Seed, Indian, 1cc. per lb.  
 Lime Oil, Malabar, 50c. per lb.  
 Mustard Ground, 3c. per lb.  
 Turmeric, Jamaican, 3c. per lb.

#### PERFUMES INDEX

The Perfumes & Flavorings Index reflects the prices of 11 representative materials in this sector and the quantity of each supplied in 1985.

Oct. 10, 1986 ..... 71.0  
 Oct. 3, 1986 ..... 71.0  
 Sept. 5, 1986 ..... 71.0  
 Oct. 4, 1985 ..... 71.0

Chemical Prices Start on Page 40.

**AMMONIUM BIFLUORIDE** 724 bgs (3969 lbs) (22m New York)

**AMMONIUM CHLORIDE** 900 dms (40071 lbs) (22m New York)

**AMMONIUM ANHYDROUS Fluks Chemical** 92 dms (5369 lbs) (Atlantic Seaport La Havre, 9/5)

**AMMONIUM BIFLUORIDE** 724 bgs (3969 lbs) (22m New York)

**AMMONIUM SULFATE** Attn: Intermedol Transport 900 bgs (46269 lbs) (Ming Proprietary) Keeling, 9/2

**AMMONIUM THIOCYANATE** Chempure Alko Chemie 840 bgs (36865 lbs) (Hausen) Hemburg, 9/1

**ANILINE 2,4 DISULFONIC ACID** Silvey Shpg 125 bgs (7200 lbs) (Ming Proprietary) Kobe, 9/2

**ANILINE 2,4 DISULFONIC ACID** 6532 lbs (Evergreen) Osaka, 9/7  
 ANISE Louis Funck 800 mts (38804 lbs) (Colombia) Valencia, 9/2

**ANTIMONY METAL INGOTS** Minor Metals 100 lbs (2149 lbs) (American Virginian) Hong Kong, 8/5

**DANIEL F Young** 2400 bgs (19810 lbs) (Chao Ho) Kobe, 9/2

**MINERALS 64** 123610 lbs (American Virginia) Hong Kong, 9/6

**ARASOL GOMME NATURELLE** 720 bgs (50846 lbs) (Sea Land Express) Rotterdam, 9/2

**ARSENIC** United Mineral & Chemical 17 ctn (1135 lbs) (Nedloyd Clement) Tokyo, 9/5

**ASCORBIC ACID** Bleckeborg Brother 400 dm (25132 lbs) (Leda Masaaki) Kobe, 9/15

**ASPRIN** Producis 720 dm (5694 lbs) (Marcan-Admiral) Istanbul, 9/7

**ATACITICLIPROPHENE** U.S. Intec 2120 blk (16973 lbs) (American Virginian) Rotterdam, 9/4

**BARIUM CARBONATE PRECIPITATED** Preseatt 4780 bgs (28549 lbs) (Leda Masaaki) Kobe, 9/16

**BARIUM SULPHATE PRECIPITATED** E.Z. Em 3380 bgs (180067 lbs) (American Resolute) Denos, 8/8

**BARIUM SULPHATE X-RAY GRADE** Ore & Chemical 802 dm (46809 lbs) (Evergreen) Antwerp, 9/8

**BASIL** 24 dm (400 bgs) (29603 lbs) (Zim Hong Kong) Pinseas, 9/11

**BEDWAX** Keler Keulen 4 pt (4947 lbs) (Hausen) Rotterdam, 9/14 dm (7407 lbs) (Dart Continen) Febstow, 9/11

**ROBERT Schild** 100 bgs (11052 lbs) (Imperial) Yalpaso, 9/5

**EUCALYPTOL** Cetilor Mig 16 dm (5614 lbs) (Nedloyd Clement) Tokyo, 9/5

**BERNOUILLI** James E Fox 991 bgs (44438 lbs) (Evergreen) Hausen, 9/9

**BENZYL CHLORIDE** Meriborough Chemicals 1 int (1997 lbs) (Colombia) Barcelona, 8/12

**BENZYL CHLORIDE** Carbofim 44 dms (29762 lbs) (Colombia) Genoa, 9/12

**DICYCLOPOXYE** Bidde Bawyer 1 int (42417 lbs) (Holland) Maastricht, 9/9

**DICYCLOPOXYE TRIFLUORO** Trifek 1 int (41931 lbs) (Leda Masaaki) Tokyo, 9/15

**DIETHYL PHthalate** PREPOLYMER Nlichem 800 bgs (42329 lbs) (Nedloyd Clement) Kobe, 9/5

**DIANISINE** OIYOHYDROCLORIC Nagase America 90 dm (31550 lbs) (Ming Proprietary) Kobe, 9/2

**DICHLOROBENZOYL** PEROXIDE Express Condensation System 4 blk (3144 lbs) (Attilio Segni) Le Havre, 9/12

**DICHLOROPROPENE** 144 dms (77779 lbs) (Ming Proprietary) Koker, 9/12

**HYDROCARBON RESIN** Penolina 700 bgs (39198 lbs) (American Virginian) Hong Kong, 9/5

**HYDROCHLOROTHIAZINE** Apoxol 40 dms (2557 lbs) (Chao Ho) Shanghai, 9/5

**HYDROFLUORIC ACID** Bof 163 dm (179458 lbs) (Zim New York) Le Havre, 9/1

**HYDROFLUORIC ACID** 194 dm (7488 lbs) (Ever Super) Koker, 9/12

**HYDROFLUORIC ACID** 20 dm (4933 lbs) (Sam Martin) Monterideo, 9/3

**LIME OIL** 20 dm (4,473 lbs) (Imperial) Calico, 9/5

25 dms (11,241 lbs) (Arc Adolfo) Calico, 9/6

**LINALOOL** SYNTHETIC 79 dms (133,814 lbs) (Atlantico Sag) Le Havre, 9/1

**MAGNESIUM SULPHATE ANHYDROUS** Potash Import & Chemical 800 bgs (90,999 lbs) (Nurnberg Express) Bremenhaven, 9/2

**HYDROXYLENE** ACID 100 dm (102051 lbs) (Punta Mita) Santos, 9/4

**HYDROXYETHYL PROPYLENE AMMONIUM** 71 dms (32950 lbs) (Atlantic Baga) Rotterdam, 9/1

US imports of chemicals and related materials are reported in this section by CPI material. Listings include consignee where possible, container, net weight, name of vessel (in parenthesis), port of origin and date of shipment's arrival in New York or the Port of Newark.

US chemical imports/exports are tabulated monthly in the market reports.

#### A-B

**3 AMINO 4 METHOXY BENZALIOE** H & C Ind 20 dms (2557 lbs) (Ever Gath) Keelung, 8/7

**ACETAMINOPHEN** Proses Products 36 dms (3452 lbs) (Merck) 100 dm (2557 lbs) (Ever Gath) Le Havre, 9/7

**ACETYL LINALYL BIS(ESTER)** 78 pck (33614 lbs) (Attilio Segni) Fabrik, 9/10

**ACETONITRILE** 100 dms (90871 lbs) (Ming Proprietary) Dubai, 9/10

**ACETONITRILE** 157 dms (97391 lbs) (Nurnberg Express) Hamburg, 9/2

**ACID ORANGE** China Intercean Transport 290 dms (19510 lbs) (Chao Ho) Shanghai, 9/5

**CHLORINE HYDROGEN** ACID 100 dm (13752 lbs) (Ever Super) Le Havre, 9/1

**GUAR GUM** 800 bgs (40545 lbs) (Neptuna Corp) Singapore, 9/5

**GUAR GUM** 800 bgs (40545 lbs) (Neptuna Corp) Singapore, 9/5

**GUM BANANA** 200 bgs (40000 lbs) (Neptuna Corp) Singapore, 9/5

**GUM BANANA** 200 bgs (40000 lbs) (Neptuna Corp) Singapore, 9/5

**GUM BANANA** 200 bgs (40000 lbs) (Neptuna Corp) Singapore, 9/5

**GUM BANANA** 200 bgs (40000 lbs) (Neptuna Corp) Singapore, 9/5

**GUM BANANA** 200 bgs (40000 lbs) (Neptuna Corp) Singapore, 9/5

**GUM BANANA** 200 bgs (40000 lbs) (Neptuna Corp) Singapore, 9/5

**GUM BANANA** 200 bgs (4000

# **CHEMICAL PRICES**

WEEK ENDING OCT 12, 1986

This chemical prices section contains spot quotations and/or list prices of suppliers of chemicals and related materials on a New York or other indicated basis. The listings are based on price information obtained from suppliers. Note that quoted prices do not necessarily represent levels at which transactions actually may have occurred. They do not represent bid and asked prices, nor a range of prices over the week. Price ranges may represent quotations of different suppliers as well as differences in quantity, quality and location. All matters under this heading are fully covered by copyright.

*An Index of weekly chemical market reports is on the back cover.*

二

# **ABBREVIATIONS**

## **THE TERMINOLOGY OF THE CHEMICAL MARKETPLACE**

<b>a/alpha</b>	<b>C./Centigrade</b>	<b>E./Est</b>	<b>Incl./Included</b>	<b>o-/ortho</b>	<b>sec./second</b>
<b>s/lid/allowed</b>	<b>cbyo./carboyle</b>	<b>e.p./end point</b>	<b>Inbust./Industrial</b>	<b>ord./ordinary</b>	<b>sp.g./specific gravity</b>
<b>amorph./amorphous</b>	<b>d.o./cubic centimeters</b>	<b>exp./equetized</b>	<b>kgs./kege</b>	<b>oz./ounce</b>	<b>ship./shipment</b>
<b>AMP/American mating</b>	<b>CD/completely den-</b>	<b>exp./expressed</b>	<b>l./leavo</b>	<b>P/phosphorus</b>	<b>soil./solution</b>
<b>point</b>	<b>stured</b>	<b>extr./extracted</b>	<b>lb./pound</b>	<b>p./pare</b>	<b>std./standard</b>
<b>anhyd./anhydrous</b>	<b>d.i./cost insurance</b>	<b>F./Fahrenheit</b>	<b>f.c./less carload</b>	<b>Pac./Pacific</b>	<b>syn./synthetic</b>
<b>AOAC/Association of</b>	<b>tralgkt</b>	<b>Le.o./free elongelde</b>	<b>l.t./less truckload</b>	<b>phes./phosphate</b>	<b>tanks/railroad tankcars</b>
<b>Official Agricultural</b>	<b>c.l./carload</b>	<b>ferment./fermentation</b>	<b>liq./liquid</b>	<b>phot./photographic</b>	<b>tech./technical</b>
<b>Chromate</b>	<b>cns./cans</b>	<b>f.f.a./free fatty acid</b>	<b>m-/meta</b>	<b>pkgs./packages</b>	<b>teri./tertiary</b>
<b>e.p.s./available phosphoric acid</b>	<b>coml./commercial</b>	<b>f.f.p.a./free from chlorins</b>	<b>m.e.p./mixed saline</b>	<b>powd./powdered</b>	<b>t.l./truckload</b>
<b>approx./approximately</b>	<b>cone./concentrated</b>	<b>elc solid</b>	<b>point</b>	<b>precip./precipitated</b>	<b>ton/refer to short ton</b>
<b>atrl./artificial</b>	<b>cpc./chemically pure</b>	<b>fib./fiber</b>	<b>mcg./microgram</b>	<b>prod./producer</b>	<b>of 2,000 pounds</b>
<b>ASTM/American Society for Testing &amp; Materials</b>	<b>cpa./centipoise</b>	<b>f.o.b./frees on board</b>	<b>mfra./menulecturers</b>	<b>pt./point</b>	<b>TVA/temporary voluntary allowance</b>
<b>b/beta</b>	<b>crys./crysoteline</b>	<b>f.p./freezing point</b>	<b>min./minimum</b>	<b>purv./pulverized</b>	<b>I.w./tankwagons</b>
<b>Be/Bauma</b>	<b>ce./cases</b>	<b>frt./height</b>	<b>molt./molten</b>	<b>puri./purified</b>	<b>USP/United States Pharmacopeia</b>
<b>bbls./barrels</b>	<b>cns./cartons</b>	<b>g./gamma</b>	<b>m.p./melting point</b>	<b>redist./redistilled</b>	<b>vis./viscosity</b>
<b>b.g./beta-gamma</b>	<b>cyls./cylindera</b>	<b>gel./gallon</b>	<b>N/nitrogen</b>	<b>refd./refined</b>	<b>VMBP/varnish makers &amp; painters</b>
<b>bgs./bags</b>	<b>d-/dextro</b>	<b>g.p./general purpose</b>	<b>n-/normal</b>	<b>refy./refinery</b>	<b>w./West</b>
<b>bts./bales</b>	<b>dbl./double</b>	<b>gran./granular</b>	<b>nat./natural</b>	<b>resub./resublimed</b>	<b>whse./warehouse</b>
<b>bots./bottles</b>	<b>denat./denatured</b>	<b>grd./ground</b>	<b>neut./neutral</b>	<b>ret./returnable</b>	<b>w.w./water-white</b>
<b>b.p./boiling point</b>	<b>dest.-det./destruc-</b>	<b>i.b.p./initial boiling</b>	<b>nf./neutral</b>	<b>sd./specially denstured</b>	
<b>b.p./boiling point</b>	<b>lively distilled</b>	<b>point</b>	<b>Nf/Nations Formulary</b>	<b>s.d./single distilled</b>	
<b>b.p./boiling point</b>	<b>dl./dextro-leavo</b>	<b>imp./imported</b>	<b>No./number</b>	<b>SE/Southeast</b>	
<b>b.p./boiling point</b>	<b>dist./distilled</b>		<b>Nom./nominal</b>	<b>sec./secondary</b>	
<b>b.r./boiling range</b>	<b>distr./distribution</b>				
<b>bxs./boxes</b>	<b>divd./delivered</b>				
<b>bms./bromine</b>	<b>dmn./dromine</b>				
<b>dom./domestic</b>	<b>dom./domestic</b>				

**Note:** A variation of 1 percent of 2,000 pounds of the basic constituent or other standard of the material percentage figure of the basic constituent multiplied by the unit-ton price shown in Chemical Market Reporter gives the price of 2,000 pounds of the material.

# **CHEMICAL PRICES**

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WEEK ENDING OCT 10, 1986

Carbon Black, low structure, bulk, c.l.		
works.....	.240	.280
bags, c.l. works.....	.270	.290
Intermediate-super-abrasion (ISAF).....	.25	-
bags, c.l. works.....	.28	-
super-abrasion (SAF), bulk, c.l.,		
works.....	.31	-
bags, c.l., works.....	.4050	-
semi-reinforcing (SRF), bulk, c.l.,		
works.....	.210	-
bags, c.l., works.....	.240	-
Carbon black, thermal, medium, bags,		
c.l. works.....	.30	.30½
bulk, c.l. works.....	.32	.34½
Carbon black oil, barge, f.o.b. Gulf re-		
fineries.....	bbs.	
1.o.b. W. coast refineries.....	bbs.	10.50 12.50
1.o.b. N. coast refineries.....	bbs.	10.50 12.50
Carbon disulfide, t.c., f.o.b. works ton	420.00	-
Carbon tetrachloride, CP, consumers,		
dms., c.l., frt. alid.....	lb.	.36
tech., dms., c.l., t.i., frt. alid.....	lb.	.31
tank transport (min. 4,000 gals.)		
int. alid.....	lb.	.24
Carboxymethyl cellulose (see CMC).		
Cardamom oil, NF, bots.....	lb.	85.00
Cardamoms, decor, Guatemalan, lb.,		
green, Guatemalan, bags.....	lb.	3.00
green, Guatemalan, bags.....	lb.	8.25 9.75
Camline, No. 40, NF, bulk, 100-lb. lots		
or more, divd.....	lb.	
Carnauba wax, Parahyba, No. 1, yellow,		
bags, ton lots.....	lb.	1.95 2.05
Caars, No. 1, yellow, bags, ton lots.....	lb.	1.75 1.90
North Country, No. 2, refined, bags,		
ton lots.....	lb.	1.55 1.65
Carnauba wax, North Country No. 3,		
centrifuged, bags, ton lots.....	lb.	1.10
North Country, No. 3, refined, bags,		
ton lots.....	lb.	1.30 1.45
Powdered carnauba wax, 20 to 100		
mesh, 20c per lb. higher.		
b-Caroliens, in vegetable oil, semi-solid		
suspension, 400,000 A units per gram, .33		
lbs. or more.....	lb.	32.75
b-Carotene, liq. in vegetable oil,		
500,000 A units per gram, .33		
lbs. or more.....	lb.	40.75
b-Carotene, dry, beads, 10%, 187,000		
A units per gram 50-lb. cans.....	lb.	26.85
d-Carvone, 25-lb. cans, syn.....	lb.	48.00
I-Carvone.....	lb.	7.00 7.25
Cascara sagrada bark, bulk.....	lb.	1.00
Casein, imp., cold-precip., grd., 30-		
mesh, Australian, edible,		
same basis, o.i.f.....	lb.	1.45
Australian, Indust. same basis		
c.l.i.....	lb.	1.365
Cassia acid, 303 mol. wt., dms., frt.		
alid, 100% basic.....	lb.	3.70
Cassia, Korintj "A" bags.....	lb.	.95 1.05
"B" bags.....	lb.	.72 .78
Cestor oil, raw, No. 1, Sraz. tanks.....	lb.	.31
USP 5-9 dms.....	lb.	.74
refid. dead, 5-9 dms.....	lb.	.78
blown, 5-9 dms.....	lb.	.75

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admium chloride, purif. cryst., 100-lb. dms., 1-lb. works.	6.73	-	work.	lb.	.07	-	Calcium citrate, Cr., 45-46% dmso., 50-lb. dms., l.o.b.	7.93	-	
admium, CP, red, dark shade, bbls., 100-lb. lots, frt. std., E. of Rockies.	11.33	16.35	Calomel, NF, mild powd. 100-lb. dms., 1-lb. works.	lb.	8.50	-	Chlorine, bgo., l.i., same basis.	6.71	-	
light shade, bbls., same basis	9.16	12.06	Camphene chlorinated, 67-69% (see Toxaphene).	-	-	tech., bgo., l.i., same basis.	kilo.	-		
medium shade, bbls., same basis, lb.	10.69	15.20	Camphor, monobromated, dms., kgs.	lb.	6.83	3.70	Caustic potash (see Potash, caustic).	-		
medium-light shade, bbls., same basis	10.26	14.50	Camphor, syn., tech., 165-lb. dms., 5,000 USP, powd., 165-lb. dms., 5,000 lb. lots or more,	lb.	1.80	-	Caustic soda (see Soda, caustic).	-		
admium, CP yellow, all shades, bbls., 100-lb. lots, frt. std., E. of Rockies.	8.10	7.07	syn., refid., 1-oz. tablets, cns. 1,000-lb. lots or more,	lb.	2.36	-	Cedarwood oil, dms.	17.50	-	
admium fluorobar., lq. conc., dms., I.L. works, frt. squid.	2.27	-	Camphor oil, yellow, 25-lb. dms., white, dms., spec. grav., 1.070, dms.	lb.	2.50	-	Cedarwood oil, Texas, dms., cns.	3.50	4.00	
medium-light shade, bbls., same basis	3.22	-	Cananga oil, Indonesian, dms.	lb.	1.50	-	Virginia.	6.70	4.20	
admium-mercury lithopone, maroon shade, bbls., frt. std., E. of Rockies.	4.80	-	Candelilla wax, crude, bgs.	lb.	1.00	-	Cedrol, prime dms.	5.25	-	
admium metal Ingots or sticks, ton lots, cs., dms.	1.20	1.50	Caproic acid, com., pure, dms., tanks.	lb.	.80	.65	Cedry acetate, dist., dms.	4.25	5.30	
admium nitrate, purif., flake 400-lb. dms., o.i., l.i. l.o.b. ship. pt.b.	2.10	-	Caproic acid, com., pure tanks.	lb.	.80	.65	Celery seed, Indian, bgs.	.48	-	
admium-selenide-lithopone, orange, light shade, bbls., 400-lb. lots, frt. std., E. of Rockies.	8.97	4.00	Caproic aldehyde (acetaldehyde C-10) dms., cns.	lb.	3.95	5.35	Celulose acetate, powd. bgs., t.l. divd. E.	50.00	53.00	
deep shade, bbls., same basis	4.47	4.50	Capro lactam monomer, flake, bgs., t.i. l.o.b. shipping point.	lb.	.87	-	Cellulose acetate butyrate, powd., 17% butyl content, bgs., t.l. divd. E.	1.30	-	
admium-titanium-lithopone, red, dark shade, bbls., same basis.	6.77	6.20	moist, tanks, same basis.	lb.	.85	-	38% butyl content, bgs., divd. E.	lb.	1.75	-
light shade, bbls., same basis	5.27	5.30	Caprylic alcohol est. 92-99% tanks, l.o.b. works.	lb.	.56	-	50% butyl content, bgs., divd. E.	lb.	1.59	-
medium-light shade, bbls., same basis	5.72	5.75	Caprylic acid, com., pure tanks.	lb.	.73 1/2	-	55% butyl content, bgs., divd. E.	lb.	1.81	-
medium shade, bbls., same basis, lb.	8.37	6.40	Capsaicin (see Pepper, red).	-	-	Cellulose gum, pure, high vis., bgs., 24,000-lb. lots or more works, l.o.b. Hopewell, Va.	lb.	1.63	-	
maroon shade, bbls., same basis, lb.	7.47	-	Capsaicin oil (see Capsicum oleoresin).	-	-	std., low or medium vis., bgs., o.i., l.i., l.o.b. Hopewell, Va.	lb.	1.60	1.70	
admium-titanium lithopone, yellow, all shades, bbls., same basis, lb.	2.97	3.00	Capsaicin oleoresin, NF, from dom., pepper, dms.	lb.	11.00	-	Cerium concentrate CeO <sub>2</sub> , 80 lbs., lb. Cerium hydroxide 80% CeO <sub>2</sub> , dms., works.	lb.	1.35	-
admium sulfate, 50-lb. dms., any quantity, l.o.b. ship. ph. pt.b.	4.05	-	NF, from African pepper, dms., 500,000 pungency.	lb.	6.00	-	77% CeO <sub>2</sub> , dms., works.	lb.	6.40	-
alkaline, dom., USP, syn. cryat anhyd. powd., 100-lb. dms., o.i., l.i., frt. std.	4.80	-	1,000,000 pungeroy.	lb.	17.00	16.00	Cerium oxide, optical grade, bgs., 50-lb. lots or more, divd.	lb.	4.20	1.60
Imp., cryat., amorph., powd., dms., 10,000-lb. or more.	4.70	4.85	Caraway oil, Poerano, dms.	lb.	22.00	25.00	Cetyl alcohol, NF, o.i., t.i., divd. E.	lb.	1.85	1.90
Salamine, USP, dms.	1.50	1.70	Caraway seed, Dutch, bgs.	lb.	.58	.58	Chalk (see Calcium carbonate).	lb.	.68 1/2	1.27
Salanox, o.i. dms.	20.80	35.00	Egyptian, bgo.	lb.	.50	.53	Chamomile flowers, Hungarian, cs.	lb.	4.25	4.50
Saliferol (see Ergosoliferol).	-	-	Carbon black, Juniper, fast extruding (PEF), bulk, o.i. works.	lb.	2125	-	Roman, cs.	lb.	4.94	-
Salipum, gootata, purf., powd., dms., l.i. works.	-	-	general purpose (GPF), bulk, o.i. works.	lb.	2425	-	Egyptian, whole.	lb.	2.70	3.00
			bgs., o.i. works.	lb.	2076	-	Chamomile oil, blue, Egyptian	lb.	548.00	-
			bgs., o.i. works.	lb.	23375	-	blue; Hungarian.	lb.	370.90	-
			high abrasion (HAF), high structure, bulk, o.i. works.	lb.	2300	-	Chenopodium oil, NF, cns.	lb.	16.00	-
			bgs., o.i. works.	lb.	2000	-	Chicago acid, dry, bbls., frt. std.	lb.	16.50	-
							Chillies (see Pepper, red).	lb.	-	
							Chlorinated anhydride, tech., dms., t.i. works.	lb.	1.30	-
							Chlorinated paraffin, 40% chlorine, bulk, divd. Zone 1.	lb.	.45	40%
							60% chlorine, same basis.	lb.	.45	47%
							60% chlorine, same basis.	lb.	.45	48%
							70% chlorine, resinous, 50-lb. bgs., o.i. divd. zone 1.	lb.	.69	-



# **CHEMICAL PRICES**

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WEEK ENDING OCT 10, 1986

Hydrochloric acid, 20° Ba, tanks, works, East	ton	66.00	65.00
Midwest	ton	60.00	70.00
Oulf Coast	ton	57.00	-
West Coast	ton	90.00	105.00
22° acid, same basis, East	ton	68.00	78.00
Midwest	ton	66.00	70.00
Oulf Coast	ton	63.80	-
West Coast	ton	100.00	115.00
NOTE: Prices vary and are either freight collect or freight equalized depending on producer and location.			
Hydrocortisone acetate, micronized, dms., 25 kilos or more, gram		.70	-
Hydrocortisone, alcohol, micronized, dms., 25 kilos or more, gram		.70	-
Hydrofluoric acid, anhyd. (see Hydrogen fluoride)			
Hydrofluoric acid, aqueous, 70% tanks, t.o.b., f.r.t. equaled	100 lbs.	43.00	-
Hydrofluoric acid, 15-gal. dms., t.l., works, 30-lbs. basls.	ton	180.00	210.00
Hydrogen bromide, anhyd. cyls., extra, 30,000-lbs., t.o.b. works	lb.	7.00	-
Hydrogen chloride, anhyd., 50-lb. cyls., c.i., works	lb.	.85	-
600-lb. cyls., c.i., same basis	lb.	.82	-
Hydrogen chloride, anhyd., tube trailer, seller's trailer, min. 100,000 lbs. a year	lb.	.37	-
tube trailers, buyer's trailer	lb.	.27	-
Hydrogen chloride, anhyd., tanks, works	ton	270.00	-
Hydrogen cyanide, liq., 99.5%, tanks, works	lb.	.50	-
Hydrogen fluoride, anhyd., tank cars c.i., f.o.b., f.r.t. equaled	lb.	.6875	-
Hydrogen peroxide, 35% tech, tanks, works, f.t. equaled	lb.	2325	-
50% tankcars, f.t. equaled	lb.	3225	-
70%, tankcars f.t. equaled	lb.	.45	-
Hydrogen sulfide, liq., 99.25% min. seller's tanks, works	lb.	.12	.13
170 lb. cylinders	lb.	2.27	-
Hydroquinone, photo grade, consumers c.i., t.l., divd.	lb.	2.54	-
tech, dms. c.i., divd.	lb.	1.65	-
Hydroxyacetic acid, tech, 70%, tanks, Bella, W. Va.	lb.	.49½	-
Hydroxylammonium sulfate, dms., t.l., t.o.b.	lb.	.63	-
p-Hydroxybenzene sulfonic acid (see p-Phenoxybenzoic acid).			
Hydroxybutyryl methylcellulose (visc. 12,000 cps.) 50 lb. bags, t.l. c.i. 30,000 lb. min., divd., zone 1	lb.	2.10	-
Hydroxybutyraldehyde dimethyl acetel, dms.	lb.	16.55	-
p-Hydroxydiphenylamine, dms., t.l., t.o.b. works	lb.	4.10	-
Hydroxycitronellal, natural, dms.	lb.	9.40	-
pure, dms.	lb.	13.60	-
extra grade, dms.	lb.	14.80	-
syn., dms.	lb.	8.50	-
Hydroxyethyl cellulose, t.l., divd.	lb.	2.07	2.12
Hydroxyethyl methylcellulose (visc. 5,000 through 45,000 cps.) 50 lb. bags, t.l. c.i., 30,000 lb. min., divd., zone 1	lb.	2.73	-
Hydroxypropyl methylcellulose, pre- mium, U.S.P. (visc. 4,000 through 15,000) 50 lb. bags, t.l. c.i., 30,000 lb. min., divd., zone 1	lb.	2.87	-
Hydroxypropyl methylcellulose, pre- mium, U.S.P. (visc. 4,000 through 15,000) 50 lb. bags, t.l. c.i., 30,000 lb. min., divd., zone 1	lb.	2.99	-
Hydroxypropyl methylcellulose (visc. 4,000 through 15,000 cps) 50 lb. bags, t.l. c.i., 30,000 lb. min., divd., zone 1	lb.	2.17	-
Hydroxypropyl methylcellulose (visc. 50 through 100 cps) 50 lb. bags, t.l. c.i., 30,000 lb. min., divd., zone 1	lb.	2.84	-
2-Hydroxyquinoline (see Oxyquinaline)			

Ichthammol, NF, 200-kilo drums. . . . . b. 4.25 4.50

Chloramphen. NF, 200-kilo dms.	b.	4.25	4.50
Iminodiacetic acid, 96% min., dms., c.t., f.o.w.	b.	3.00	-
Indole, dms.	b.	25.50	-
Inositol, 50-kilo dms., 1000 kilos or more, f.o.b. works.	kilo	17.50	22.00
Iodine, crude, dms.	kilo	13.50	18.00
Iodine USP.	b.	14.21	14.65
Iodochlorhydroxyquin, USP, XVI 50- kilo dms., 160-499 kilos, f. a.i.d.	kilo	35.00	45.00
Iodoform, NF, dms., 300-lbs., f.o.b. works.	b.	24.00	-
a-Ionone, dms.	b.	16.20	-
b-Ionone, dms.	b.	13.10	-
Ipecac root, whole, bgs.	b.	25.00	-
Irish moss, bleached, primo, whole.	bs.	.55	.50
Iron blue, stain-resistant, bgs., f.o.i., ton lots, div. E.	b.	2.70	-
Iron blue, reg., bgs., f.o.i., ton lots, same basis.	b.	2.00	215

on, purf., powd., palls, 10-100-lb. lots.	1.00	-	Lake C, red toner, (red 53) bbls., lrt. alid.	5.70
on oxide, black, syn., bgs., c.l., frt. equald.	.68%	.75½	Lanolin, anhyd., cosmetic, 400-lb. dms., works.	1.16
on oxide, brown, syn., bgs., c.l., frt. equald.	.66	.78½	pharmaceutical, 400-lb. dma. works.	1.15
on oxide, metallo brown, l.c.l., bgs., frt. equald.	.13	.15	tech., (under 2% 1.1a), 400-lb. dma., works.	1.06
on oxide, ns1, red, dom., pure, bgs., c.l., works.	.275	.40	Lard (See Oils, Fats & Waxes market report.)	
on oxide, yellow,	.16		Lard oil, No. 1, dms., c.l., t.o.b.	.34
syn., bgs., c.l., frt. equald.	.63	.71	tanks, same basis.	.26
on oxide, buff, nat., dom, bgs., c.l., t.i., works, light.	.76	.80	Lard oil, extra, winter-strained, dms., t.i.	.41
dark	.60	-	tanks, same basis.	.33
other shades, bgs., c.l., frt. equald.	.50	.55	prime, burning, dms., c.l., same ba- sis, Chicago.	.43
atotic anhydride, bgs., l.o.b. works	1.40	-	prima, burning, tanks, same ba- sis.	.35
camyl alcohol, 95% tanks, frt. alid.	1.44	1.46	NOTE: 300 Ml. rad. 114c. higher, except Texas, 2c., and Coast, 3c. higher.	
oborone, 100lb. dms.	7.25	-	Laurel leaves, Turkish	3.00
oborony acetate, dms.	.80	1.15	Laurent's acid, drums, l.o.b.	3.85
obutyl acetate, solvent grade, tanks, frt. std.	.45	.48	Lauric acid, coml., pure bgs., c.l.	.65
obutyl acrylate, tanks, frt. alid. E.	.71	-	Lauric aldehyde (aldehyde C-12), dms.	7.75
obutyl alcohol, tanks, divd.	.29	-	n-Lauryl methacrylate, dms., c.l., t.i., works.	1.72
obutylene, 99%, tanks, l.o.b. works.	.82	-	Lavandin oil, Abrial, 30-32%, dms. lb.	4.00
obutyl Isobutyrate, tanks, l.o.b. works.	.42%	-	Lavender flowers, ord.	.65
obutyl methacrylate, tanks, chvd.	.87	-	medium, bls.	.80
obutyl phenylacetate, dms.	3.10	3.50	select, bls.	1.10
obutyl aaclylate, dms.	3.46	-	Lavender flower oil, NF, French, 40-42%, ester, crs.	9.25
obutyreidehyde, tech., dms., c.l., divd.	.43	-	spika, Spanish, dms., kilo	15.00
tanks, chvd.	.35	-	Lead acetate, purf., like, 400-lb. dma., works.	.46
obutyric acid, dms., c.l., t.i., divd.	No Pricea		tech., like, t.i., 400lb. dms., works.	.37
tanks, same basis.	.75	-	Lead blue, basic, sulfates, bbls., c.l., shpt. pt. l.o.b.	.87
obutynonitrile, dms., o.l., l.o.b. works frt. collect.	.84	-	Lead carbonate, (see Lead white basic carbonate).	
tanks, same basis	.75	-	Lead chloride, 400-lb. dms., works. lb.	3.25
oxygenol, dms.	6.20	5.80	Lead dioxide, tech., powd., 200-lb. dma., t.i. works.	.86
oniazid, powd.	12.00	-	Lead fluoroborate, fq., conc., dms., t.i., works, frt. equald.	.86
onicolnic acid, hydrazine (see isonezid).			Lead metal, divd.	.24
ononyl alcohol, dms. 1.1.	.46	-	Lead monosulfide, milled, bgs., c.l., l.o.b. works.	.58½
o-octyl alcohol, tanks, divd.	.44	-	coarse, bgs., c.l., same basis.	.57½
ophorone, tanks, divd.	.81	-	Lead neptunite fq., 24% Pb. dms., frt. alid.	.93
ophthalic acid, 69% bulk, l.o.b., Jofet, II, min. frt. alid.	.46	-	Lead nitrate tech., crystal, 400-lb. dms., t.i., works.	.32½
ophthalonitrile, bgs., t.i., works.	2.65	-	Lead peroxide (see Lead dioxide).	
opropylacetate, tanks, divd.	.47	-	Lead red, 65% $Pb_3O_4$ , or less, bgs. c.l., works.	.37
opropyl alcohol, anhyd., 99%, tanks, divd.	1.38	-	Lead red, 67% $Pb_3O_4$ , bgs. c.l., works.	.37½
retd, 95%, tanks, divd.	1.31	-	Lead, red, 98% $Pb_3O_4$ , bgs. c.l., same basis.	.37½
retd, 91%, tanks, divd.	1.26	-	Lead silicate (see Lead, white, basic allicate).	
opropyl ether, tanks, divd.	.44	-	Lead silicochromata, bgs., c.l., works.	.35
crude, tanks, divd.	.37	-		
opropylamine, (see Mono-, Di- or Tri-).				
opropyl myristate, dms., t.i. E.	1.19	1.60		
aconic acid, retd, bgs. Li.	1.46	1.48		

L	Lacquer diluent petroleum, 140F.-200F. b.r. i.c. New Jersey and New York	gal.	1.25	-
Houston, Texas		gal.	1.29	-
Lacquer diluent, petroleum 200F.-24 OF. b.r., Iankcare, New York and New Jersey	gal.	1.20	1.25	
Houston, Tex.		gal.	1.12	-
Lactic acid, food grade 88%, i.c., f.o.b. works	lb.	1.06	-	
50%, i.c., f.t. aqua	lb.	.92	-	
tech., 88%, i.c., f.t. aqua	lb.	1.03	-	
Lactose, adibla, reg. bga., c.i., works	lb.	.22	.26	
Lactose, USP, reg. dms., c.i., f.t. aqua	lb.	.55	.69	
Lactose, USP, spray dried, bga., c.i., f.t. aqua	lb.	.50	.55	
K	Kaolin, water washed, fully calcined, bags c.i., 1.o.b. Georgia	ton	255.00	-
NF pwd., colloidal, bacterite controlled, 50 lb. bags, 5,000 lb. lots	ton	.24	-	
Kaolin, uncalcined No. 1 coating, bulk, c.i., 1.o.b. Georgia	ton	64.00	-	
No. 2 coating	ton	75.00	-	
No. 3 coating	ton	73.00	-	
No. 4 coating	ton	70.00	-	
Mica, gen'l purpose, same basis	ton	58.00	-	
delaminated water washed, uncined painl grade 1 micron avg. same basis	ton	182.00	-	
dry-grd. airtlofted soft, same basis	ton	60.00	-	
Karaya gum, No. 1, powd., bba.	lb.	2.26	-	
No. 2, powd., bba.	lb.	1.96	-	
Kola nut, bga.	lb.	.50	.53	
J	Lacquer diluent petroleum, 140F.-200F. b.r. i.c. New Jersey and New York	gal.	1.25	-
Houston, Texas		gal.	1.29	-
Lacquer diluent, petroleum 200F.-24 OF. b.r., Iankcare, New York and New Jersey	gal.	1.20	1.25	
Houston, Tex.		gal.	1.12	-
Lactic acid, food grade 88%, i.c., f.o.b. works	lb.	1.06	-	
50%, i.c., f.t. aqua	lb.	.92	-	
tech., 88%, i.c., f.t. aqua	lb.	1.03	-	
Lactose, adibla, reg. bga., c.i., works	lb.	.22	.26	
Lactose, USP, reg. dms., c.i., f.t. aqua	lb.	.55	.69	
Lactose, USP, spray dried, bga., c.i., f.t. aqua	lb.	.50	.55	
I	Lanolin, white, 100% basis	kilo	4.75	-
Japan wax, cs.	lb.	5.60	5.60	
Jojoba oil, 55-gal. dms., 1.o.b. Arizona producing point	gal.	56.00	60.00	
Juniper berry oil, Italian	kilo	47.00	-	
K	Kaolin, water washed, fully calcined, bags c.i., 1.o.b. Georgia	ton	255.00	-
NF pwd., colloidal, bacterite controlled, 50 lb. bags, 5,000 lb. lots	ton	.24	-	
Kaolin, uncalcined No. 1 coating, bulk, c.i., 1.o.b. Georgia	ton	64.00	-	
No. 2 coating	ton	75.00	-	
No. 3 coating	ton	73.00	-	
No. 4 coating	ton	70.00	-	
Mica, gen'l purpose, same basis	ton	58.00	-	
delaminated water washed, uncined painl grade 1 micron avg. same basis	ton	182.00	-	
dry-grd. airtlofted soft, same basis	ton	60.00	-	
Karaya gum, No. 1, powd., bba.	lb.	2.26	-	
No. 2, powd., bba.	lb.	1.96	-	
Kola nut, bga.	lb.	.50	.53	
L	Lacquer diluent petroleum, 140F.-200F. b.r. i.c. New Jersey and New York	gal.	1.25	-
Houston, Texas		gal.	1.29	-
Lacquer diluent, petroleum 200F.-24 OF. b.r., Iankcare, New York and New Jersey	gal.	1.20	1.25	
Houston, Tex.		gal.	1.12	-
Lactic acid, food grade 88%, i.c., f.o.b. works	lb.	1.06	-	
50%, i.c., f.t. aqua	lb.	.92	-	
tech., 88%, i.c., f.t. aqua	lb.	1.03	-	
Lactose, adibla, reg. bga., c.i., works	lb.	.22	.26	
Lactose, USP, reg. dms., c.i., f.t. aqua	lb.	.55	.69	
Lactose, USP, spray dried, bga., c.i., f.t. aqua	lb.	.50	.55	
L	Lanolin, white, 100% basis	kilo	4.75	-
Lead sulfite (see Lead, blue, basic sulfite and Lead basic sulfite)				
Lead, white, basic carbonate, bga., c.i., f.t. aild.	lb.	.62		
Lead, white, basic silicate, bga., c.i., same basis	lb.	.67		
Lead, white, basic sulfite, bga., c.i., same basis	lb.	.65		
Lecithin, edible, tech., bleached, non-ret. dms., f.o.b. works	lb.	.36		
unbleached non-ret. dms., f.o.b. same basis	lb.	.34		
adibla, tech., bleached, non-ret., dms., f.o.b. works	lb.	.26		
unbleached, non-ret., dms., f.o.b. same basis	lb.	.26		
Lemon oil, Argentina	kilo	14.00		
Brazil	lb.	6.50		
Calif., USP, dms.	lb.	6.00		
Italian	lb.	12.50		
Lemongrass oil, Indian, dms.	kilo	11.25		
Guatemalan, dms.	lb.	2.25		
d-Laevio, dms., 1 kilo works	kilo	50.00		
Licorice root, whole, bba.	lb.	.40		
gran. bba.	lb.	.70		
powd. bba.	lb.	.95		
Lignosulfonate (see under Ammonium or Sodium lignosulfonate)				
Lime, chemical, pebble (quicklime), bulk, 50,000 lbs., works, f.o.b. plants	ton	36.00		
Lime, chemical, hydrated, bulk, same basis	ton	46.00		
bgs., same basis	ton	54.00		
Lime, NF, purf., 100-lb. dms.	lb.	.68		
Lime oil, chit., Mexican, dms.	lb.	6.00		
Haitian, dist., dms.	lb.	6.50		
expressed, dms.	lb.	17.50		
Lime salts (see Calcium).				
d-Limonene, dms.	kilo	.70		
Linalool ex bold rose oil, dms.	lb.	6.35		
syn., 98-100% dms., f.o.b. works	lb.	2.93		
Linalool oxide, syn., 55-gal. dms.	lb.	7.75		
Linalyl acetate ex bold rose oil, 50-92%, dms.	lb.	16.00		
syn. 98-100%, dms., f.o.b. works	lb.	8.10		
Linalyl benzoate, syn., 55-gal. dms.	lb.	8.00		
Linalyl cinnamate, syn., 55-gal. dms.	lb.	56.85		
Linalyl formate, syn., 55-gal. dms.	lb.	7.75		
Linalyl isobutyrate, syn., 55-gal. dms.	lb.	6.50		
Lindana, 20% formulation, dms., dwd.	gal	13.10		
69.9% tech., dms., 1.1. divd.	lb.	6.50		
Linalyl propionate, syn., 55-gal. dms.	lb.	7.80		
Linden flowers, with leaves, bba.	lb.	.78		
without leaves, bba.	lb.	.90		
Unseed meal (see Oats, Fats & Waxes market report)				
Linseed oil (see Oats, Fats & Waxes market report)				
Unseed oil (linoleic acid, dist., dms.)	lb.	.60		
tanks	lb.	.53		
Litharge, com./, powd., bga., o.i., works	lb.	.38%		
Lithium bromide, anhyd., dms., ton lots, dwd.	lb.	6.27		
sohn., same basis	lb.	4.00		
Lithium carbonate, powd., bga., c.i., LL, dwd.	lb.	1.60		
Lithium chloride, anhyd., c.i., f.t., dwd.	lb.	8.32		
sohn., dms., c.i., LL, dwd.	lb.	2.94		

110

um hydrodo, c.i. II, divd. 10,000 or more	... lb.	23.80	-
um hydroxide, monohydrate, dms, c.i. II, divd.	... lb.	1.93	-
um hypochlorite, c.i. II, works lb. mineral, 1,000 lb lots or more, divd.	... lb.	1.07	-
um nitroso, tech., dms, 100-lb. lots	... lb.	22.70	-
um stearate, bgs, c.i. II, lt. alk. lb.	... lb.	3.25	-
um sulfate, anhydrous, II, divd. lb. of rod toner, barium, dms, II, alk.	... lb.	1.01	-
calcium, dms., some basis, ... lb.	... lb.	3.09	-
of rubbing toner (rod 57), resinated, dms, II alk.	... lb.	3.27	-
ust bean gum, powd., bgs.	... lb.	3.50	-
ukidone, dms, II, lt. equivld. kilo podium, 50 lb. dms	... lb.	6.60	-
ysine monohydrochloride, lead grade, 10,000 lbs. divd.	... lb.	5.00	8.75
		5.75	
		6.00	10.00
		1.35	1.40

	lb.	lb.	lb.	lb.
pe, East Indian, sifted.	4.95	6.00		
silica #2	5.90	5.75		
mnesia, tech., light, neoprene-				
grana,bgs., c.l., t.i., works lb.	.75	.75		
mnesia, syn. tech., choncal-				
grade, bulk, c.l., t.i.				
works				
bags, c.l., t.i., same basis	ton	330.00		
deadburned, bulk, same be-				
siz.	ton	365.00		
bgs., same basis	ton	392.00		
mnesia, nat., tech., heavy, 85%, 150				
mesh, bulk, c.l., t.i., t.o.b.				
Nav.	ton	408.00		
90%, 325 mesh, same basis	ton	232.00		
gnesium bromido, 80-lb. dms., hex-				
hydrata	lb.	2.50		
gnesium carbonato, light, tech,				
bgs., c.l., t.i., works, t.r.t.				
equid.	lb.	.73	.75	
USP, lit,bgs., c.l., same basis	lb.	.74	.75	
P, heavy, bgs., c.l., same basis	lb.	.83		
agnesium chloride, anhyd., 92%,				
flaké or pibble dms., c.l.,				
works	lb.	.124	.15	
agnesium chloride, hydrous, 99%,				
flaké, bgs., c.l., works	lb.	.14%		
agnesium gluconato, 100-lb. dms.				
t.o.b. works, E.	lb.	4.25		
agnesium hydroxide, NF, powd,				
dms., c.l., t.i., works, t.r.t.				
equid.	lb.	.78		
agnesium lauryl sulfide, tanks, t.o.b.				
works	lb.	.22	.25	
agnesium metal, 99.8%, Ingots,				
10,000-lb. lots or more, t.o.b.				
Freepor, Tox.	lb.	1.53		
die casting alloys	lb.	1.29	1.35	
agnesium nitrate, tech., flaké, 250-				
lb. dms., t.i., works	lb.	.32		
agnesium oxide, USP, light, bgs., c.l.,				
works, t.r.t. equid.	lb.	1.65		
heavy, dms., c.l., same basis	lb.	1.54		
agnesium oxide, tech. (see Magnesia).				
agnesium phosphate, tribasic, tech,				
60-lb. bgs., t.o.b.	lb.	1.00		
agnesium silicate (see Talc).				
agnesium silicofluoride, bgs., c.l., t.i.				
works	lb.	1.845	1.85	
agnesium stannato, bulk, t.i.	lb.	.85	1.35	
agnesium sulfate 10% Mg. (osmom				
salts), tech. bgs., t.i.,				
works	lb.	.14		
bulk, same basis	lb.	.13		
USP, cryst., bgs., same basis	lb.	.13%		
USP, cryst., bulk, same basis	lb.	.14%		
agnesium sulfate, 17% Mg. (syn-				
thetic monohydrate), tech.,				
bgs., t.i., works	lb.	.80		
CP, same basis	lb.	1.25		
agnesium sulfate, anhydrous, CP				
bgs., t.i., works	lb.	1.75		
agnesium sulfate trihydrate, tech.,				
bgs., t.i., works	lb.	.45		
agnesium triacetato, USP, powd., fil-				
dms., 5,000-lb. lots	lb.	.38		
USP, micronized powd., dms.,				
375-lb. lots	lb.	.83		
athion, tech., dms., t.i., works	lb.	1.62		
acetic acid, cryst., powd., drums, 1,000				
kilos, t.o.b.	lb.	3.20		
drums, tons, t.o.b.	lb.	2.80		
acetic anhydride, bgs., t.i., works, t.r.t.				
equid.	lb.	.55		
tanks, works, t.r.t. equid.	lb.	.53		
acetic acid, purif., and food grades, 50-				
lb. bgs., t.i., c.i., dwd.	lb.	.51		
andarin oil (see Tangerine oil, Italian).				
andamic acid, dms., 1,000 kilo				
lots	kg.	6.00	10.00	
anganese acetato, dihydrate, dms.,				
divd.	lb.	.45%		
tetrahydrate, dms., t.i., divd.	lb.	.48		
anganese borate printing ink dfrd.	lb.	1.88	1.90	
anganese borate, tech., dms..	lb.	.60		
anganese carbonato, chemical				
grade, 48% Mn, bgs., 20,000-				
lb. lots or more, works	lb.	1.05		
anganese chloride, anhyd., dms.,				
20,000-lb. lots or more	lb.	.61		
anganese dioxide, net, African, grd.,				
74%-76% MnO <sub>2</sub> , 100-lb. bgs.,				
t.i., works	ton	200.00	300.00	
84% MnO <sub>2</sub> , same basis	ton	280.00	300.00	
anganese dioxide, syn., cryst., bat-				
tery grade, 90%-92% MnO <sub>2</sub> ,				
100-lb. bgs., c.l., works	lb.	.70		
chemical, ferrite grade, same be-				
sis	lb.	.46		
anganese gluconato, FCC grade,				
100-lb. dms., t.o.b. works	lb.	.45%		
anganese hydrate dms., chvd.	lb.	.35		
anganese hypophosphate, NF, dms.,				
bulk, o.t.o. works	lb.	.575		
anganese metasilicate, 100% Mn				
oxide, 100-lb. lots	lb.	.34%		

anganesse resinate, fused, 3½% Mn, dme, frt. std.....	.34%	-	Methyl violet toner, tungstate, PTA, bbs, same basis.....	4.70	5.20
precip. 6½-7% Mn dme.....	.42	-	4,4,-Methylenedianiline (p,p-dimethiodiphenyl methane) crude, dme, L.L., f.o.b. ....	1.76	-
anganesse sulfate, fertilizer grade, run-of-pile, 75%-78% MnSO <sub>4</sub> , 25 kilobags, 50-ton cars, div'd.	250.00	-	purif., flake, same basis.....	2.26	-
E. of Miss. ....	ton		Methylene di-p-phenylene di-isocyanate (see diphenylmethane 4,4-di-isocyanate).		
bulk, hopper cars, same basis..	ton		Methylene chloride, tanks, 4,000 gal.-min., consumers, div'd. ....	.35	-
anganesse sulfate, 26% Mn, gran., bags, c.i., LL, works.....	330.00	-	Methylpentenol (see Hexylene glycol).		
anganesse sulfate, fq, 8% Mn, dme, frt. std.....	.80	-	Methylphenylpyrazole (see 1-Phenyl-3-methyl-pyrazole 5).		
annitol, coml. powd., dme, t.f., works.....	3.02	-	a-Methylstyrene, 1,0,b. shipping pt. lb.	.44	-
anorjan, French .....	.86	.86	p-Methylnaphthalene, bulk, works, gal.	1.38	-
Egyptian.....	.81	.82	Methylenethione chloride (see Methylene blue).		
BT (see 2-Mercaptobenzothiazole).			Mica, dry-grd., joint cement, plastic, 50 lb., bags, c.i., works.....	.07½	-
BTS (see Mercaptobenzothiazole disulfide).			dry-grd., roofing, 20 to 80 mesh, works.....	.07	-
(see Diphenylmethane 4,4-di-isocyanate)					
elamina, bags, c.i., L.L. 40,000-lb. works.....	5116	5214			

min., f.o.b. works	.514	.584	works	.07
buk, c.i., same basis	.60	.68	paint or lacq. wet-grd. 325-mesh,	
Melamine-formaldehyde resin, 6.p.	.55	.60	bgs., c.i., f.o.b. works	.164
Int. std.	.55	.60	rubber, bgs., c.i., f.o.b. works	.184
molding compounds, same basis	.48%	-	wallpaper, bgs., c.i., f.o.b. works	.22
Verhadon oil, crude, tanks, works Al-			Microcrystalline wax, petroleum, coel-	
lantic Coast	.11	-	ing greases, FDA, tanks,	
Oulf ports, same basis	.12	-	works	.381
Anthol, nat, USP, Brazilian large and			laminating greases, FDA, tanks,	
regular crystals, spcl, ca.			works	.381
bulk.			Mineral oil, white, 50-65 vis., USP light	
syn., USP, racemic, 100-450 lbs. lb.	6.75	7.50	tanks, refy.	.238
Mercaptobenzothiazole, bgs., I.I.	6.00	-	65-75 vis. tanks, refy.	.242
works, Int. std.	1.25	1.55	60-90 vis. tanks, refy.	.245
Mercaptobenzothiazyl disulfide I.I.	1.33	1.68	145-155 vis. tanks, refy.	.253
dms., works, Int. std.	1.33	1.68	USP 180-180 vis., tanks, refy.	.254
Mercuric chloride NF, gran. powd.	6.60	-	200-210 vis., tanks, refy.	.258
100-lb. dms., f.o.b. works. lb.			340-350 vis., tanks, refy.	.265
Mercuric oxide, red, purif., 100-lb.	7.00	7.25	Mineral spirits, petroleum, odorless,	
dms., f.o.b. works			tanks, New Jersey	
tech., 100-lb. dms., same ba-	5.50	7.00	Houston, Tex.	.1.83
sis.	7.00	7.25	Miner's spirit, petroleum, regular,	
yellow, NF, 100-lb. dms., same ba-	5.50	7.00	tanks, New Jersey	.1.78
sis.	7.00	7.25	Houston, Tex.	.1.78
tech., 100-lb. dms., same ba-	5.50	7.50	Molybdate orange, bgs.	.1.41
sis.			Molybdenum metal, com.l. powd.	.1.52
Mercurous chloride (see Calomel).			99.8%, dms., works	.13.50
Mercury, ammoniated (see Whiia precipitate) USP XV.			Molybdenum trioxide, CP, dms.,	
Methyl oxide, tanks, divd.	.48	-	works, 24,000 lbs. or more, lb.	.5.25
Methacrylic acid, glacial, 99%, dms.			tech., chemical, dms., 24,000 lbs. or	
I.I., Int. aquid.	.67	-	more, basis	.2.65
tanks, works, Int. aquid.	.76	-	tech. metallurgical, dms. same basis, lb.	.2.65
D-Methamphetamine hydrochloride,	12.00	15.00	Molybodic acid (See Ammonium Dimolybdate)	
dms.			Monoammonium phosphate, f.o.b.	
D-Methamphetamine hydrochloride,	4.50	7.00	grade, min. 13% N, 52% P,	
dms.			bulk, c.i., f.o.b. Fla.	
Methanol, syn., barges, I.O.B.,			works	.155.00
producing point, Gulf Coast.	.26	-	Monoammonium phosphate, tech.,	
Methionamine (see Hexamethylene tetramino).			bgs., c.i., I.I., works, Int. aquid.	
Methionine hydroxyanaloga, dry,			tanks, 100 lbs.	.54.00
88% activity I.I., Int. std.	.86	-	food grade, bgs., c.i., I.I., same ba-	
liquid, 88% activity, I.I. Int.			sis.	.100 lbs.
std.	.88	-	100 lbs.	.59.25
D-Methionine (see Racemethionine)			Mono-tert-butyl-n-cresol, bulk, I.I., lb.	.1.59
Methoxychlor, 50% wettable powder,			Monobutylamine, bulk, divd.	.96
dester, dms.	2.05	-	Monochloroacetic acid, purif. (see Chloroacetic acid, monochlorobenzene, tanks, I.O.B., lb.	1.02
Methyl acetate, non-ret. dms., c.i.,			Monopentadiamine, tanks, Int. std.	
divd. E.	9.40	-	E.	.43
Methyl acetate, hydrogenated, non-			Monoethylamine, 70% aqueous tanks,	
ret. dms., I.C.I., same ba-	10.00	-	Int. prepaid, 100% basis, lb.	.94
Methyl acetoacetate, East, divd.			anhyd., tanks, same basis	.82
bulk.	.85	-	Monoisopropylamine, dms., c.i., Int.	
Methyl acrylate, tanks, divd.	66.00	-	std. E.	.78
Methyl alcohol (see Methanol)			tanks, same basis	.88
Methyl amyl alcohol, tanks, divd.	.55	-	Monoisopropylamine, anhyd., dms.,	
Methyl amyl ketone, tke., divd.	.54%	-	c.i., Int. prepaid	.79
Methyl anthranilate, 18 ch., dms.,			tanks, same basis	.76
I.O.B.			Monomethylamine, anhyd., tanka, con-	
Methyl benzal, dms., I.I.	.25	-	tained basis Int. aquid.	.54%
99.8% per cent, dms., I.I.	1.85	-	25% soin., tanks, Int. std. 100%	
Methyl bromide, dist., tanks, 140,000	.68%	-	beads	.57
lbs. min., Int. std.			40-80% soin., tanks, Int. aquid.	
Methyl cellulose, premium USP (visc.			100% basis	.83%
400 through 4,000 cps) 50 lb.			Monopolosulfur glutamate, dms., 690	
bags, U. S., 30,000 lb., min.,			lb. or more, Int. std.	.2.50
divd. zone 1.	2.73	-	Monosodium glutamate, 50-lb. bgs.	
Methylcellulose, premium USP (visc.			c.i., I.I., divd.	.78
15 cps) 50 lbs. bags, U. S.,			100-lb. drums, c.i., I.I., divd.	.85
30,000 lb., divd. zone 1.	2.66	-	Monosodium phosphate (see Bodumposphate, monob-	
Methylcellulose, (visc. 400 through			Montan wax, crude, Imp. German, lb.	.55
4,000 cps) 60 lb. bags, I.I., cl.			dom, Calif., bgs., c.i., I.O.B.	
30,000 lb., divd. zone 1.	2.24	-	shpt. pl.	.81
Methylcellulose (visc. 15 to 25 cps) 50			refd., dom. Calif., same basis	
lb. bags, I.I., cl., 30,000 lb.			Morphine alkaloid, NF, 25 k lots	.1018.00
min., divd. zone 1.	2.52	-	Morphine sulfate, USP, 25 k lots	.950.00
Methyl chloride, Indust. bulk, tanks,			Morpholine, dms., c.i., Int. std. E.	.1.02
I.O.B. works	.26	-	tanks, Int. std. E.	.84
Methyl chloroform (see 1,1,1-Trichloroethane).	.26	-	Muriatic acid (see Hydrochloric acid).	
Methyl chlorinate, dms.	4.85	-	Musk, syn., ambrette, 25-lb. cans	.6.00
Methyl p-cresol, dms.	6.00	-	Musk, syn., ketone, dms.	.10.75
Methyl ethyl ketone, tanks, divd. E.	.235	-	Musk, syn., xylol, dms.	.3.80
Methyl eugenol, 25-lb. cans.	3.56	3.80	Mustard oil, syn. (see Allyl isothiocyanate).	
Methyl formate, pure, non-ret. dms.,			Mustard seed, Brown No. 1	.22
works			Canadian No. 1 Yellow	.23
tanks, same basis	.41	-	Oriental No. 1 bags	.22
tech., tanks, works	.26	-	Myrtle oil (see Bay oil).	
Methyl heptenol, syn., 65-gal. dms.	.31	-	Myristic acid, coml., pure, I.I., bgs.	.1.30
Methyl heptenone, pure, dms.	14.50	-	tanks	.1.12
Methyl heptin carbonate, dms.	7.80	-	Mystica oil (see Nutmeg oil).	
Methyl p-hydroxybenzoate (see Methylparaben)	45.00	-	Mynth gum, bgs.	.2.25
Methyl ionone, std. dms.	7.30	6.40		
Methyl isooctyl ketone, tanks, divd. E.	.51	-		
Methyl isobutyl carbinal (see Methyl amyl alcohol).				
Methyl isobutyl ketone, tanks, divd. I.B.	.36	-		
divd. zone 2 (Calif.).	.36	-		
divd. zone 3 (W. of Rockies, ex-				
cluding Calif.).	.41	-		
Methyl isoeugenol, 25-lb. cans.	8.80	10.40		
Methyl methacrylate, tanks, divd.	.52	-		
Methyl naphthyl ketone, cryst.,				
dms.				
Methyl paraben, USP, 500 kilogram	14.00	-		
f.o.b.				
tech., 500 kilograms, I.O.B.	10.14	-		
Methyl paraben, tech., 60%, dms., Int.	6.70	-		
std. E.				
Methyl phenylacetate, dms.	1.65	-		
N-Methyl-2-pyrrolidone, tanks, I.O.B.	8.60	5.40		
plani.				
dms., O.I., U.S. same basis	1.32	-		
Methyl roseannite chloride, USP, 1-lb.	1.40	-		
cans.				
Methyl salicylate, NF, 1000-lb. dms.	6.50	-		
I.I., Int. std.				
Methyl violet (see Methyl roseannite chloride).	1.79	1.94		
Methyl violet toner, molybdate, P.M.A.				

Naphthol arylide red toner deep shades, bbls.	lb.	6.50
Iglo shades, bbls.	lb.	7.78
2-Naphthol-3,6-disulfonic acid, disodium salt (see R salt)		
1-Naphthol-6-sulfonic acid (see L acid).		
1-Naphthol-5-sulfonic 8-amino acid (see S acid).		
Naphthylamine autionic mixed acid (see Cleve's acid).		
a-Naphthylamine, tanks, 1.o.b.		
works	lb.	2.10
1-Naphthylamine-5-sulfonic acid (see Lauren's acid).		
2-Naphthylamine-4,6-disulfonic acid (see Cassells acid).		
2-Naphthylamine-1-sulfonic acid (see Tobias acid).		
Neatsfoot oil, 20°F, t.i., 1.o.b. works		
dms	lb.	.52
tanks, 1.o.b. works	lb.	.47
30°F, t.i., 1.o.b. works	lb.	.52
tanks, 1.o.b. works	lb.	.44
40°F, dms, t.i., 1.o.b. works	lb.	.48
tanks, 1.o.b. works	lb.	.36
Dalhousie offices apply on shipments within 1 mil. miles		

Delivered prices apply on shipments within 300-mile area Philadelphia, Pa.; other areas, 1 1/4c. higher; Tex- as, higher and West Coast 3c. higher.	
Neomycin sulfate, USP, non-sterile, dms., 50-kilo. lots, activity ba- sic, dmd. ....	.75.00
Neopentyl glycol, slurry, 80% c.i.t.i. dmd. ....	.522
powder, flake, bga. 1.l. dmd. ....	.588
Nerol, tech., dms. ....	5.30
perf. grade, dms. ....	4.60
Nerol oil, Turrialba, bals. ....	5/0,000.00
Nerolidol tony. 55-gal. dms. ....	7.06
Nerolin, Bromelin ....	7.22
Niacinamide, USP, 1L dms. ....	8.00
Niacin NF, dms., 5,000 kilos or more, dmd. ....	7.50
feed-grade, 98-99.5%, bgs., same basis ....	5.10
Nickel acetate, dms., 5,000-lbs. to 1L dmd. E. ....	1.82
Nickel carbonata, dms., bgs., 5,000- lbs. to 1L dmd. E. ....	3.45
Nickel chloride, bgs., 10,000-lbs. tot. L. dmd. E. ....	1.16
Nickel fluoroborate, liq. conc., dms., 1L dmd. E. ....	1.25
Nickel metal, electro cathodes, ca. works. ....	3.45
Nickel nitrate, dms., bgs., t.i. dmd. E. ....	1.18
Nickel oxide, 75%-76% Ni, dms., 500- lb. lots, t.o.b. works. ....	2.60
Nickel sulfate, bgs., t.i. dmd. E. ....	.80
Nicotinic acid (see Niacinamide).	
Nitric acid, 36° Be., 36°Be, 40°Ba, 42°Ba, tanks, c.i., works NF, 100% basis ....	185.00
94½% to 98% HNO <sub>3</sub> , tanks, works, 100% basis ....	280.00
o-Nitroaniline, flaka, dms., t.i. works. ....	1.51
molten, reld., tanks, works ....	1.44
molten, tech., works ....	1.37
o-Nitroaniline, orange toner, bgs., frt. aid. ....	1.90
p-Nitroaniline, dms., c.i., 1L, 30,000 lb. min., works ....	1.63
o-Nitroanisole, 100-kilo lots. ....	6.75
Nitrobenzene, tanks, t.o.b. ....	.33
o-Nitrochlorobenzene, dms., t.i., c.i. 1.o.b. ....	.82
tanks, same basis ....	.74
2-Nitro-p-cresol, tech., dms., t.i., frt. aid. ....	1.75
Nitroethane, tanks, dmd. E. ....	2.50
Nitrogen solutions, direct application, ovs. 32% N, and mgt. type, works. ....	1.20
direct application, 18-32% N, ....	1.26
Nitrogenous sewage sludge, proc- esssed, bulk, t.o.b. ....	
Chicago, ....	4.10
NOTE: Price is per unit NH <sub>3</sub> plus \$1. per unit s.p.u. but producer's works, Chicago.	
Nitrogenous tankage, processed, bulk, per unit-ton NH <sub>3</sub> , t.o.b. Carroll- ton, Wisc. ....	7.00
1.o.b. Forbes, Me. ....	6.75
expanded, bulk, c.i., per unit-ton N, 1.o.b. Forrestdale, R.I. unit ton	6.35
Nitromethane, dms., t.i., dmd. E. ....	2.37
o-Nitrophenol, dms., t.o.b. works. ....	1.00
p-Nitrophenol, dms., c.i., 1.o.b. works. ....	1.05
2-Nitropropane, tanks, frt. aid. E. ....	.55
m-Nitrotoluene, tech., dms., frt. aid. b. o-Nitrotoluene, dms., o.i., 1.o.b. ....	1.15
tanks, same basis ....	.55
p-Nitrotoluene, tech. dms., o.i., works. ....	.48
tanks, works. ....	
Nonylphenol, tanks, 1.o.b. E. of Rock- ies, min. frt. aid. ....	.48
Norephedrine hydrochloride (see Phenylpropanolam- ine hydrochloride)	
Nutmeg oil, dist., East Indian, NF, dms. ....	27.00
Nutmeg, East Indian, whole. ....	3.15

# **CHEMICAL PRICES**

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WEEK ENDING OCT 10 19

Oleum (see 6 uitric acid, tumeric).	
Olibanum gum, tears, bgs.	.lb.
Olive oil, edible, Spanish, dims.	gal.
Italian B-type	gal.
Olivine, crude, works	ton
20 mesh. works	ton
100 mesh. works	ton
Opium, USP, gran. powd. 25-kilo lots	kilo
Orange oil, expressed, USP, Calif., dims., f.o.b. plant	.lb.
expressed Valencia, dims.	.lb.
Calif. dist., cns. f.o.b. plant	.lb.
Florida, dims.	.lb.
Brazilian	kilo
Waai Indian, bitter, NF X, cns., dims.	.lb.
Orange peel, bitter, Haitian bts.	.lb.
Oregano, Greece, 30M	.lb.
Turkey	.lb.
Mexico	.lb.
Origanum oil, Spanish, cns.	kilo
Oris root, Florentine, bts.	.lb.
powd., bds., bxs.	.lb.
Verona bts.	.lb.
powd., bds., bxs.	.lb.
Quercy wax, red., pure, bgs.	.lb.
Oxalic acid, bgs., c.t. works	.lb.
b-Oxy-naphthoic acid dims. works, tech.	.lb.
Oxyquindine base, pure, 1,000 lbs., frit. alid.	.lb.
Oxyquinoline sulfate, 100 lbs. frit. alid.	.lb.

30

Palladium metal, works.	Troy-oz.	138.00
Palm oil, (see Oils, Fats & Waxes Market Report)		
Palm oil acid, dbl-dist. dms.	lb.	.31½
tanks.	lb.	.30
s.d. dms.	lb.	.42
tanks	lb.	.35
Palm kernel oil, bulk, c.i.f. U.S.		
ports	lb.	.10
Palmarose oil, Indian dms.	kilo	38.00
Palmitic acid, 90%, tech. bags	lb.	.53
tanks	lb.	.51
Papaverine hydrochloride, NF powd.,		
Imp. bulk	kilo	55.00
Paprika, Hungarian, 100 AU bgs.	lb.	.80
Spanish, 110 AU bgs.	lb.	.90
Paraffin, fully-refined, 127-130 F., ASTM.		
tanks, refy.		.29
130-135 F., ASTM, tanks, refy.		.33½
140-145 F., ASTM, tanks, refy.		.35
150-155 F., ASTM, tanks, refy.		.41 V2
black wax, 5% oil, tanks refy		.19
12% oil, tanks refy		.21
20% oil, tanks refy		.18
AMP temperatures are an arbitrary 3F higher than AS		
Paraformaldehyde, 91%, flake, bgs.		
c.i., t.l. dwd.	lb.	.291½
65% powd., bgs., c.t., l.i. dwd. lb.		.39½
Parabdehyde, tech., 98%, 65-gal. dms.		
t.l. dwd. E.	lb.	.76½
tanks, dwd. E.		.56½
Parathion, ethyl, dms., frt. alid.	lb.	1.76
Parathion methyl (see Methyl parathion).		
Paratoner red, cbts.	lb.	3.75
chlorinated, (red 4) kgs.	lb.	3.75
Patchouli oil, Indonesian, dms.	kilo	16.60
Patchouli oil, Chinese.	kilo	16.00
Peach kernel oil, USP (see Apricot kernel oil).		
Peanut meal (see Oils, Fats & Waxes market report).		
Peanut oil (see Oils, Fats & Waxes market report).		
Pectin com., NF, citrus, powd., 100-		
kilo lots dwd.	lb.	6.30
Pelargonic acid, nst., tanks, min. frt.		
alid.	lb.	.70
syn., tanks, f.o.b. frt. alid.	lb.	.70
Penicillin, potassium, non-sterile, 200-		
billion-unit lots.	billion-units	25.00
Penicillin, procaine, sterile, 50- billion-		
unit lots, bulk.	billion units	38.00
Penneyroyal oil, dms.		
Penicillitannone, 50-lb. bags	lb.	5.80

110

Int. Amt.	Per Kilogram	Per 100 lbs.
Penicillitab-sodium, dms., or more, divd.	7.00	14.00
Pantyrene tetrazol, NF, dms., lots.	200-kilo	32.00
Pepper, black, Brazilian, bgs.	lb.	2.28
Lampung, bgs.	lb.	2.30
Makassar, bgs.	lb.	2.28
Tallicherry, bgs.	lb.	2.55
Pepper, red Chinese Fukien rice bgs.	lb.	.89
Heimen, bgs.	lb.	1.00
Ling, bgs.	lb.	.75
Indian, S-4, bgs.	lb.	.70
Pakketan, vindictive, bgs.	lb.	.43
Pepper, white, Muntok, bgs.	lb.	3.05
Peppermint leaves, Imp., dms.	lb.	2.65
Peppermint oil, Madras	lb.	14.00
Musket.	lb.	18.00
Walansite	lb.	11.00
Yohimbe	lb.	8.00
syn. dms, f.o.b. works.	lb.	7.00
Brazilian	kilo	6.50
Chinese	kilo	6.90

# **CHEMICAL PRICES**

WEEK ENDING OCT 10, 1998

#### **Perchloroethylene dry cleaning grade**

S							
Praetoride, dry cleaning grade, dist., tanks, divd.	.28%	-	Pigment green B, kgs., lb.	2.20	-	Production acetate, USP, dims. 5 kilos or more	1.03
Indust. grade, consumers, tanks, divd.	.31	-	Pilocarpine hydrochloride, USP, dims.	1,500.00	2,000.00	Prednisone, anhyd., USP, dims. 5 kilos or more	1.12
Peracid, dims.	.2.55	-	Pimento see Allspice			Procaine hydrochloride, USP, anhyd. 2,000-lb. lots, f.t. alid.	1.12
Permanen1 red 2B, (red 49), calcium			Pimento leaf oil, dims.	14.60	-	Procaine hydrochloride, USP, dims. 5 kilos or more	1.12
sulfate, dims., f.t. alid.	.6.25	-	Pine oil, 80% min. alcohol content, bulk, l.o.b. works	47.00	58.00	Potassium carbonate, gran., purif., 400-lb. dims., 6-6m lots, lb.	20.65
barium salts, same basis	.6.25	-	dm., c.l., f.t., same basis	51.00	54.00	Potassium carbonate, gran., purif., 400-lb. dims., 6-6m lots, lb.	32.50
Penibalsam, f.o.b.	.3.25	-	dm., c.l., f.t., same basis	1.62	-	Potassium carbonate, gran., purif., 400-lb. dims., 6-6m lots, lb.	35.20
Petigrain oil, Paraguay	.6.00	-	a-Pinene, perfume grade, tech. grade	.18	.23	Potassium carbonate, gran., purif., 400-lb. dims., 6-6m lots, lb.	38.40
Pelotatum, USP, snow white, dims., c.t., refy.	.375	-	b-Pinene, perfume grade, tanks, f.t. alid.	2.30	-	Potassium carbonate, gran., purif., 400-lb. dims., 6-6m lots, lb.	.40
tanks, refy.	.319	-	tech. grade, tank	.38	.40	Potassium carbonate, gran., purif., 400-lb. dims., 6-6m lots, lb.	.48
USP, soft white, dims., c.t., refy.	.875	-	Piperazine, anhyd., dims., f.t. alid.	E.		Potassium chloride, chemical grade, 99.95% KCl, bulk, o.t., f.o.b. works	105.00
tanks, refy.	.310	-	Piperazine citrate, 38%, dims., 1,100-lb. lots, f.t. alid.	1.80	-	Potassium chloride, agricultural (see Potassium muriate)	
USP, off white, dims., c.t., refy.	.370	-	Piperazine dihydrochloride, 56%, dims., f.t. alid.	2.25	2.35	Potassium chloride chromate, purif., crystall., dims. works.	
USP, ember, dims., c.t., refy.	.845	-	Piperazine hexahydrate, 44%, dims., 1,100-lb. lots, f.t. alid.	2.00	-	Potassium chloride, bichromate	
tanks, refy.	.280	-	Piperazine phosphate, 42%, dims., f.t. alid.	1.60	-	Potassium chlorate, NF, gran., 200-lb. dims., f.t. alid.	.57
Petroleum pitch (see Asphalt, petroleum).			Piperazine dist. 68% min. dims., c.t., f.t. alid.	1.80	-	Potassium chlorate, tech., dims., o.t., t.i. works.	
Petroleum sulfonate, 50-62%, sulfonic			Piperazine, dim., f.t. alid.	8.92	-	Potassium cyanide, dims., 20,000-lb. lots or more, f.o.b. works	1.32
cont., HMW, bulk, works	.484	.49	Piperonyl butoxide dims., divd. E.	5.00	-	Potassium dichromate (see Potassium bichromate)	
MMW, same basis	.49	-	Platinum, metal, works	Troy oz.	577.00	Potassium fluoride, tech., dims., t.i. works.	
L.MW, same basis	.49	-	Polycarbonate resin, pellets, nat., f.t. alid.			Potassium fluoride, tech., dims., t.i. works.	
Prices for 51% sulfonic content 2c per lb. lower on cor-	.49	-	Polyester resin, unsaturated, g.p., orthophthalic, bulk, tankcars, f.t. alid.	1.84	1.88	Potassium iodide, anhyd., dims., t.i., f.t. alid.	1.40
sponding molecular wts.			Isophthalic, same basis	.51	.53	Potassium iodide, anhyd., dims., t.i., f.t. alid.	1.42
Phenacetin USP, powd., 200-lb. dims., 1,000-lb. lots, divd.	2.20	-	Polyethylene resin, high-density, blow molding, g.p., hopper cars, f.t. alid.	.59	.62	Potassium iodide, anhyd., dims., t.i., f.t. alid.	1.86
100-lb. dims., 1,000-lb. lots, divd. lb.	2.22	2.46	Injection molding, g.p., hopper cars, f.t. alid.	.43	.48	Potassium iodide, anhyd., dims., t.i., f.t. alid.	1.45
p-Phenetidine, dims., c.t., f.o.b.	2.00	-	Extrusion, g.p., hopper cars, same basis	.43	.48	Potassium iodide, tech. (see Potash, caustic).	2.10
Phenobarbital, USP, dims., 500-kilo lots, f.o.b. works	18.50	-	Wire and cable, nat., hopper cars, same basis	.47	.48	Potassium hydroxide, USP, pellets, 100-lb. dims., c.t., f.t. works.	
Phenobarbital-sodium, NF, 500-kilo lots, f.o.b. works	27.00	-	Wire and cable, black, same basis	.45	.49	Potassium hydroxide, USP, gran., cryat., 1,000-lb. lots divd. lb.	1.29
Phenol, syn. tanks, f.t. equald.	.25	.29	Polyethylene resin, low-density, film liner, hopper cars, f.t. alid.	.36	-	Potassium iodide, USP, gran., cryat., 1,000-lb. lots divd. lb.	10.72
p-Phenoxyacetic acid, 65% sol'n., dims., c.t. f.o.b. works	.84	-	clarity film, hopper cars, f.t. alid.	.37	-	Potassium iodide, ACS grade truckload	11.32
tanks, same basis	.58	-	pellet shrink film, hopper cars, same basis	.36	-	Potassium magnesium sulfate, std. bgs. works.	69.00
Phenothiazine, Indust. grade, 50-lb. bags, c.t., f.o.b. works	2.33	-	Extrusion coating, hopper cars, same basis	.36	-	Potassium metabisulfite, gran., dims., t.i.	87.00
Phenyl acetate, dims., 100-lb. lots, works.	2.69	-	Polyethylene linear, low-density g.p. resin	.38	.42	Potassium nitrate, fert. grade, std., 50-lb. ion.c.t., divd. BE	267.00
Phenylacetic acid, pure cryst. 25-lb. cans.	1.04	-	blown film resin	.38	.40	Potassium nitrate, f.t. gran., bgs., o.t., min. 60 tons, dived.	277.00
dl-Phenylbenzino, dims., 25-kilo lots.	4.50	-	cast film resin	.40	4.51/2	Potassium nitrate, fine, f.o.b. Sask.	47.00
1-Phenyl-3-carbethoxy pyrazolone-5, dims., 200-lb. lots, divd. E.	84.00	-	Polyethylene resin, low-density injection molding, g.p., hopper cars, same basis	.45	.48	Potassium nitrate, gran., 1.0b. Sask.	49.00
m-Phenylenediamine, cast, dims., c.t., t.i., f.o.b. works	3.45	-	line wire, CATV, power cable, lb. wire and cable thermoplastic high-voltage, natural color, same basis	.45	.48	Potassium nitrate, ion. 50.50	51.50
o-Phenylenediamine, flaked, dims., t.i., f.o.b. works	2.07	-	wire and cable, XLPE low voltage, 14% carbon black, same basis	.70	.74 1/2	Potassium nitrate, prilled	274.00
p-Phenylenediamine, flaked, dims., f.o.b. works.	3.25	-	wire and cable jacketing, black lb. wire and cable, same basis	.67 1/2	.72 1/2	Potassium oxalate, neutral, tech., fine gran., powd., 300-lb. dm., ft. equald.	470.00
Phenylephrine hydrochloride, USP 100-kilo lots or more	.4.00	-	Polymerized, f.t. alid.	.587	.687	Potassium pentaborate, gran., bgs., c.t. works.	2.54
Phenylethyl acetate, dims.	175.00	185.00	Polyoxoethylene sorbitan monostearate, dims., 20,000-lb. lots, works.	.73	-	Potassium pentaborate powder 150-lb. per lb. higher	
2-Phenylethyl alcohol, NF, dims.	3.35	-	Polypropylene resin, homopolymer, g.p., nat., f.t., f.t. alid.	.73	-	Potassium perchlorate, dims. o.t. work.	
b-Phenylethylamine, dims., 30,000 lbs. or more, f.t. alid.	2.10	2.20	Copolymer, med. Impact, nat., same basis	.48	-	Potassium permanganate, free flowing, bulk, f.t. alid.	.78
Phenylethyphenyl acetate, 25-lb. cans.	1.50	-	high impact, same basis	.50	.56	Potassium permanganate, gran., 50-kg. bags, c.t., f.t. alid.	1.09
Phenyglyconic acid (see Mandelic acid).	5.50	6.90	Colored materials 60. per lb. higher for each grade.	.53	.60	Potassium permanganate, 50-kg. bags, c.t., f.t. alid.	1.20
Phenyhydrazine, 99% min. dims.	S.50	-	Polyethylene resin, cryst., nat., hopper cars, f.t. alid.	.48	-	Potassium permanganate, 150-kg. bags, c.t., f.t. alid.	1.17
1-Phenyl-3-methyl-5-pyrazolones, dims., 250-lb. lots, divd. E.	1.80	-	Impact, nat., hopper cars, same basis	.51	-	Potassium permanganate, USP, 50-lb. kgs. works, c.t., f.t. alid.	1.38
o-Phenylphenol, dims., t.i., f.o.b. works	1.35	2.00	expandable bags (EPS), pkging grade, 1,000-lb. lots, modified, same basis	.62	-	Potassium persulfate, 225-lb. dims., 24,000 lbs. or more, f.o.b. plant	
p-Phenylphenol, bgs., t.i., 40,000 lbs. or more, works.	1.65	-	partially hydrolyzed, medium viscosity, bgs., t.i., divd.	.69	-	Potassium persulfate, 28.8-30.2 cwt. same basis	78.80
Phenypropanamine hydrochloride, 100-kilo dm.	24.00	28.00	Polyvinyl alcohol, fully hydrolyzed, medium viscosity, bgs., t.i., divd.	.73	-	Potassium persulfate, 50-lb. bags, c.t., f.t. alid.	72.50
Phenylsuccinate, purif. cryst. dims., E.	2.75	-	partially hydrolyzed, medium viscosity, bgs., t.i., divd.	1.00	1.05	Potassium pyrophosphate tetrasbasic, bgs., o.t., f.t. works, E., f.t. alid.	
Phloxine toner (red 90), dims., f.t. alid.	2.28	-	pipe grade, bulk, same basis	.39	-	Potassium pyrophosphate tetrasbasic, bgs., o.t., f.t. works, E., f.t. alid.	1.09
Phosgene, 1-ton ret. cyls., S to 9-cyl. quantities, works.	1.95	2.05	film grade, bulk, same basis	.47	-	Potassium pyrophosphate tetrasbasic, 150-kg. bags, c.t., f.t. alid.	1.20
Phosphate rock, Fla., lead pebble, run of mine washed, 66-68% b.p., bulk c.t. mines	.55	.87	Polyvinyl chloride resin, g.p., homopolymer dispersion, bgs., t.i., divd.	.37	-	Potassium pyrophosphate tetrasbasic, 150-kg. bags, c.t., f.t. alid.	1.17
vessel, Tampa, same basis	23.15	-	g.p. suspension, bulk, same basis	.60	-	Potassium pyrophosphate tetrasbasic, 200-lb. bags, c.t., f.t. works.	1.38
Phosphoric acid, com'l. and tech. grades, 7.5% tanks, works.	28.00	-	pipe grade, bulk, same basis	.59	-	Potassium silicate, 28.8-30.2 Be., 2.5 ratio, 1.0, 1.1, works.	1.42
80% tanks, works	29.00	-	film grade, bulk, same basis	.47	-	Potassium silicate, 28.8-30.2 Be., 2.5 ratio, 1.0, 1.1, works.	18.80
85% N.F. tanks, 1.0b. bright eqaud.	31.00	-	Polyvinyl chloride, g.p., copolymer dispersion, same basis	.37	.47	Potassium silicate, 25-500 lbs. or more, 2.1 ratio, 1.0, 1.1, works.	25.60
100-lbs.	33.50	-	g.p. copolymer suspension, same basis	.58	.61	Potassium silicate, 40-40.5 Be., 2.1 ratio, 1.0, 1.1, works.	25.05
Food grade prices \$2.00 above tech. grade.			Poppyseed, Dutch, bgs., Turkey, bgs.	.45	.49	Potassium silicate, 40-40.5 Be., 2.1 ratio, 1.0, 1.1, works.	28.10
Phosphoric acid, agricultural grade, 52-54% a.p.s., tanks, works.	3.10	-	Potash agricultural (see Potassium muriate), works.	.53	-	Potassium silicate, 40-40.5 Be., 2.1 ratio, 1.0, 1.1, works.	33.10
super. min. 70% s.p.e., same basis			"Ratio" indicates percentage by weight of $K_2O$ , divided by percentage by weight of $K_2O$ .			Potassium silicate, 40-40.5 Be., 2.1 ratio, 1.0, 1.1, works.	45.65
Phosphorus, white (yellow) solid dims., c.t., f.o.b. works	1.00	-	Potassium silicate, bgs., o.t., f.t. alid.			Potassium silicate, 40-40.5 Be., 2.1 ratio, 1.0, 1.1, works.	.11 1/2
Phosphorus oxychloride, tanks, f.t. alid.	.81	-	Potassium sodium tartrate, NF, gran., or powd. dm., f.t. alid.			Potassium silicate, 40-40.5 Be., 2.1 ratio, 1.0, 1.1, works.	.15
Phosphorus pentasulfide, dims., c.t., f.o.b. tanks, works.	.40	-	Potassium sorbate, Li, dm., divd. dm., f.t. alid.			Potassium sodium tartrate, NF, gran., or powd. dm., f.t. alid.	.80
Phosphorus pinitrozoide, dims., t.i., f.o.b. tanks, works.	50.00	-	Potassium stannate, dm., f.t. alid.			Potassium stannate, dm., f.t. alid.	1.20
Phosphorus trichloride, dims., c.t., f.o.b. tanks, works.	45.00	-	Potassium sulfate, agricultural grade, min. 60% $K_2O$ std., bulk, o.t. f.o.b. works.			Potassium stannate, dm., f.t. alid.	N.A.
Phthalanide, flake, c.t., t.i., dm., f.t. alid.	.82	-	Potassium sulfate, gran., purif., 400-lb. dm., f.t. alid.			Rhodamine red toner, methylated PMA, dm., works.	9.25
Phthalocyanine blue toner, red shade, molten, tanks, same basis	.35	-	Potassium sulfate, gran., purif., 400-lb. dm., f.t. alid.			Rhodamine, PTMA, dm., f.t. alid.	
Prices 1-1/2c. per lb. higher on the West Coast	.27	-	Potassium sulfate, gran., purif., 400-lb. dm., f.t. alid.			Rhodamine, anhyd., USP, dm., works.	11.80
Phthalocyanine, flake, works	.85	-	Potassium sulfate, gran., purif., 400-lb. dm., f.t. alid.			Rhodinol, 26-lb. one.	105.00
Phthalocyanine blue toner, red shade, green shade, same basis	.6.10	9.50	Potassium sulfate, gran., purif., 400-lb. dm., f.t. alid.			Rhodinol, 26-lb. one.	104.10
resinated, bbs., same basis	.6.20	8.75	Potassium sulfate, gran., purif., 400-lb. dm., f.t. alid.			Rhubarb root, India, whole, bgs., dm., f.t. alid.	15.25

# **CHEMICAL PRICES**

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WEEK ENDING OCT 10, 1998

# CHEMICAL PRICES

WEEK ENDING OCT 10, 1986

Sulfuric acid, virgin 100% tanks, works,	
East Coast	71.76
Gulf Coast	76.00
Midwest	80.25
Southeast	88.15
West Coast	85.00
NOTE: For prices on 60 and 66 lb., multiply by .7767 and is add \$3-\$4 to above prices and multiply by 1.045.	
Gulfic acid, anhydrous, 100% tanks, works,	
Gulf Coast	48.00
New Mexico	20.00
Southeast	83.15
West Coast	80.00
Sulfonated oil, cruds, l.o.b. M-	
neapls	.144
Superphosphate, triple, 46% or more, s.p.s., run-on-pile, bulk, c.t., Fis.	
bulk, gran, c.t., Fis.	2.75
ton	160.00
165.00	

T

Talc, dom, gr. New York bgs, c.t.,

works, 69.5%, 325 mesh, bgs, c.t.,

ton

Talc, dom, vials, 40% mesh, m-

erchandise bgs, c.t., vials

825 mesh, m-

erchandise bgs, c.t.,

works, 60.00

ond, Vermont, off-color gr. bgs,

c.t., works,

Imp., Canadian, gr., bgs, c.t.,

ton

Tall oil, crude, Southern, s.o.,

works, fr. equid., ton

Tall oil, refd, acid, same basis,

fr. eqd., tanks, same basis,

Tall oil acids, 2% or more resin, kgs,

works, fr. equid.,

less than 20%

Tallow (see Oils, Fats & Waxes market report)

Tallow, fatty acids, tech, non-refd,

fr. eqd., c.t., dms, ton

hydrogenated, tech, fr. eqd., bgs, c.t.,

ton

Tanker, div.,

Tangerine oil, Fia, c.t., b.

Italian, dms, ton

Tanvega, animal feeding, 9-11% NH,

New York, bulk, ton-ton

Tannic acid, 100% hydrolyzed, bals., 1000-

lot,

tech, povid, dms,

Tar acid oil, 15-16% l.i., dms, l.o.b.

works,

25-28%, t.i., dms, l.o.b. works,

50-53%, t.i., dms, l.o.b. works,

Tarane eccl, NF, bgs,

ton

Tarane eccl, NF, bgs, ton

Tarane eccl, NF, bgs, ton

Tarane eccl, NF, bgs, ton

Tarane eccl, NF, bgs, ton

Tarane eccl, NF, bgs, ton

Tarane eccl, NF, bgs, ton

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# AARON

## EQUIPMENT COMPANY

DIVISION ARECO, INCORPORATED  
739 EAST GREEN STREET  
P.O. BOX 30  
BENNSVILLE, IL 60106

(312) 350-2200

TX 28 9454 CABLE AARONEQCO

## DELIVERING THE BEST SERVICE IN THE INDUSTRY

### ROTARY VAC DRYER



2220-Bertram, S/S 8" dia. x 12" dish head, hell pipe coil jacket  
200 psi, 20/13 HP, unitized.

### UNUSED CENTRIFUGES

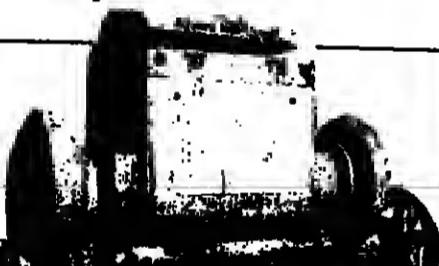
21593-Sharples P5400 Sanitary Centrifuges w/200 HP motor, 25 HP back-drive, gearbox, 5" pitch conveyor, CIP, control panel (2) LATE MODEL

### CENTRIFUGES

2087-Bird, 16" x 24" steel, conical bowl  
2088-Bird, 24" x 38" S/S, 15 degree, contour bowl  
2089-Bird, 24" x 38", H series, steel w/motor  
2090-Bird 32" x 50", S/S 7316 contour, 75HP  
12833-Bird 36" x 60", contour, 10 deg., T317ELC  
2037-Ni Level, NX 418-831-60, 316SS, gearbox  
17308-Dorr Drier, 304SS, Merco motor, 18L, 30HP  
335-Sherples 304SS, 3000 CFM, 346 cu. ft.  
19767-Unused Sharples 304SS, P3000, S/S, carbide  
20407-Sherples P2000 316SS, 20 HP drive motor  
21359-Sherples P3000 w/gearbox  
20686-Sherples P3000, 521 gearbox, 5/8" casing  
21725-Sherples P4000, S/S, gearbox & motor  
19249-Sherples P5400, 316S/17SS, 200 HP, gearbox

### CENT-BASKET VERT.

21408-Daval 22" x 16" perl. basket hyd. drive  
15816-Daval Mark II, perl. basket, 40" x 24", 316SS, 30 HP, hyd. drive  
19446-Sherples Sludge-Pak, SP-5500, 40" x 24" basket centrifuge



### FILTER PRESSES

19448-Sherples P&P filter press, 12" x 12" alum. plates, closed delivery, 23 chambers.

20534-Sherples Filter Press, 30" alum.

20539-Sherples filter press 30", 35" aluminum plates, 35T sq

15370-Sherples 32" x 32", polypropylene, 27 plates, retainer closing

15929-Sherples ALP, plate & frame, 18 36" x 36", S/S recessed plates.

20076-Sherples filter press, 36", cast iron plates, closed delivery

19462-Independent filter press, 42" x 42", polypropylene, 48 plates, closed, 34 chambers

20550-Sherples filter press, 42" End closer, 41 alum. plates

### Special Sale

MUST MOVE STAINLESS TANKS  
12,000 GAL., T304SS, 12" Dia. x  
14" high, flat bottom, open top (16)  
PRICE \$8000 ea. FOB PA #20655

### TANKS-S/S

21283-Tank, S/S vert., 1200 gal., 6" dia x 8", flat top & bot.  
20831-Tank, S/S, 6000 gal., 8" dia, 12" dia x 14" H, flat bottom,  
open top.  
17043-Jet Cather. tank, 304SS, 16,000 gal., 12" dia x  
22 9/16" long, 10 PSL.

### LIQUIDATION SALE

PERRYVILLE, MD

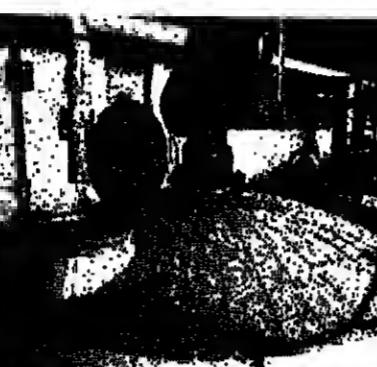
Post Office Box 2200

Call 312-350-2200

### LIQUIDATION SALE

BUY FROM CALUMET CITY ILLINOIS LOCATION AND SAVE!  
LARGE POLYSTYRENE PLANT



21898-Brighton Corp. 12,000 gal. vessel.  
21878-Bins, 175 cu. ft., 8/8, cons bottom lift top, (4)  
21881-Bins, 450 cu. ft., C/S, epoxy lined, (8)  
21882-Bins, 500 cu. ft., C/S, epoxy lined, (8)  
21883-Bins, 500 cu. ft., C/S, epoxy lined, flat top, con-  
sult bottom, (4)

21813-Worthington cent. pump, C/S, 15HP, 200 GPM et  
44 psi (2)

21815-Union Pump-Inline, C/S, mod. Inters. 4C, 4H, 4V  
Nf, (3)

21879-Sweco 80" Sifter.

21802-Worthington compressor, mod. 486-2, ver. 15  
gal. (2)

21875-Sweco ellet 60", mod. LS60986, 2.5 HP.

21923-Kason ellet 60", mod. K6015S, S/S, 1.1 HP.

21684-Flotronics Cyclone mod. FTHCE370-T, 3445

12" dia. dish top, (3)

21880-Strong Scott Rb Blender.

21811-Indep. pump, in-line pump, C/S, 30 HP.

21915-Coldia, C/S turbine pump, 200 HP, (2)

21913-Worthington cent. pump, S/S, 2 HP, (4)

21912-Unit pump inline, S/S, 7.5 HP (2)

21899-Pfeudler Reactor, 1,500 gal., 316L SS dimple jkt.

HP, (4)

21900-Pfeudler Reactor, 16,000 gal., 316L SS dimple

jkt, (3)

21863-Bird Centrifugs, 32x50, 80:1 geared.

21863-Engineering scrubber, mod. A33-1400-

21865-Tenk, 850 gal. ver. coal tar epoxy lined, (2)

21811-Tenk, 5400 gal. ver. C/S epoxy coated steel

bol.

21865-Brighton Corp. Tenk, 12,000 gal. ver. 316L SS, (5)

21871-Prodex 8", 30 L/D Extruder.

21806-Edu Remenbg Rot. Oryer, 8/8, steam heat, 10

HP, (4)

21814-Heaters, C/S steam, type BNF 2420 (8)

21814-Rotomatic bin vent filter, 122 cu. ft., 12 bags.

21889-Kalon Feeder w/rev, S/S mod. 8400-150(4)

21901-Sparkle filter, 385 sq. ft. C/S, mod. VP-32-32

21888-Screw conveyor, 304 SS, 7" dia x 11L, 1.5 HP.

21888-Strong Scott Rib Blender, 25 cu. ft., 5 HP, (3)

21870-Welex extruder 8", 30:1 L/D, 60HP,

21876-Conair pelletizer, S/S, mod. 1024, 40HP, (2)

21874-Water belt, S/S, portable, (4)

21887-Rosa Blasto Mixer, 304SS, 3" dia element, (4)

21214-Ribbon Blender, 304SS, 180 cu. ft., 30 HP.

20814-Unused JH Day ribbon, S/S 270 cu. ft., 25 HP.

21114-JH Day ribbon blender, S/S std, 75 HP, 480 cu. ft.

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# CMR MARKETPLACE

CHEMICAL MARKETING REPORTER'S CLASSIFIED ADVERTISING SECTION

**COPY DEADLINE:** Wednesday Noon preceding date of publication.

**RATES/Classified Ads:** \$57.75 for 36 words or less; \$5.75 for each additional six words or fraction. No display. First two words printed in bold face type.

Non-display advertisements payable in advance, except for contract customers (not subject to agency commission).

**REPLIES:** Send replies to classified ads with box numbers to CHEMICAL MARKETING REPORTER, 100 Church St., New York, NY 10007-2694.

**INFORMATION:** For further classified advertising information, call 212/732-9820.

## BUSINESS OPPORTUNITIES

Established Canadian chemical distributor looking for additional product lines for industrial and food applications. Suppliers should be able to provide long-term commitment and technical back-up. In return for specialized/custom sales force, national warehousing and ongoing market presence, write Box No. CMR-730.

## CHEMICALS OFFERED

Glycerine natural USP 89.5 — new drums — low low prices regular supply available from New Jersey/Baltimore/Houston/West Coast warehouses. Inquiry now. Write C.M.R. Box No. 729.

\*Oxydast, Dye Intermediates, Pigments, Fast Basos and Naphtols at 10% price & surplus material. For detailed info on products, lot numbers and samples contact OT International Inc., 2 Holly Drive, Parlin, New Jersey 08859. Phone: (201) 727-2188. Telex: 84-221 GEETAF PRLN."

## CHEMICALS OFFERED/WANTED

We can supply: n-butyl alcohol, isobutyl alcohol, butyl acetate, and other chlorinated hydrocarbons, esters, ketones, alcohols and aromatics, and styrene monomers. If you have any reasonable quantity of surplus chemicals call Ben Sauer Chemicals International Inc., 312/448-3337 or 617-829-8736. Dear Polymer Corp., Chemical Div. 17 Industrial Drive, Holden, MA 01520.

All Surplus — Chemicals — Resins — Oils — Colors — Solvents — Plasticizers — Specialties — Lubricants — Lubricating Oils — Rubber Chemical Co., Inc., 52 Vesey Street, HO 2187, Newark, NJ 07105. Phone: (201) 893-7774.

Cash for your surplus chemicals, resins, colors, pharmaceuticals, dyes, other raw materials, by products, wastes, residues and off-spec materials. Marvelous Chemicals Inc., 5500 Main Street, Williamsburg, NY 14221 (716) 632-4000; Telex 919133.

Realize Top Value from the sale of your surplus Chemicals. Buy surplus Chemicals, Plastics, Resins, Waxes, etc. Bonmar Chemical Co., P.O. Box 493, Far Lawn, NJ 07410. Phone: (201) 781-2448. Telex: 13-0434.

Raion Corp. will buy your surplus chemicals, resins and resin oil materials — pmr or off specification, Resin Corp. P.O. Box 63, 1540 W. Blanca St., Linden, NJ 07036 (201) 872-8787.

We Buy Surplus chemicals, colors, resins, solvents, plasticizers by products, etc. Over 50 years of service to industry. Eastern Color & Chemical Co., Inc. 65 Roosevelt Ave., Dept. C.P.O. Box 1029, Valley Stream, NY 11582. (516) 791-4455.

Your Surplus is our inventory. We buy all chemicals, pigments, resins, solvents, plasticizers and pharmaceuticals. Prompt inspection and cash terms on each offering. Pyramid Chemical Sales Co., 1935 Virginia Drive, Fort Washington, PA 19004. (215) 542-9282.

Zinc Bearing by-products, sludges, scrap, will consider all zinc compounds, metals, etc. Please reply with estimated quantity, typical analysis, and best price F.O.B. origin. Write CMR: 736.

## EQUIPMENT OFFERED

Available for removal cost 150 ton dry storage silo with stand. Drumming and bulk capabilities. Construction Steel Height approx. 75' w/stand. Inquire McKesson Chemical Co. 1838-4660.

Immed. s. Sale - 2.75 gal glasslined reactors, 1-48" hubbed Cornfridge, 2-Fluid Bed Dryers, 1-250 H.P. fluid Steam Boiler, Fiberglass Tank. Make offer, more equipment available AARMO, INC., Box 66, Wood River, IL 61091-8724.

Ribbon Blenders, 600 cu. ft. working capacity. Sliding Scott Jackknifed, Covers, Slatless Bed. It. Jackknifed, General 125 cu. ft. Units Also Crushers, Grinding Mills, Screeners, Osc. Collectors, (2) Bobcat Blid Steer Loaders #901-872-2295.

## FACILITIES OFFERED

Hydrogenation — Very High Pressure Batch Hydrogenation and Oxidation facility now available for contract manufacturing. Pressure up to 70 Bar (1000 psi) and temperature up to 200°C. Distillations down to 3 mm vacuum. Autoclave processes from low tonnages to 500 gallon capacities in mild and/or stainless steel batch production runs. Continuous flow catalysis. Also custom short or long-term specialty hydrocarbon reactions available. Please contact or write John Flood, Proclaim International, Inc. 488 Madison Avenue, New York, NY 10022 212-680-9240.

## SERVICES OFFERED

Custom solid packaging and distribution in the port of Mobile. Multi-wall bags, bulk bags, drums and bulk. Screening, repackaging and warehousing. Rail and truck facilities. Contact: Philip Hahn, SEAPAC, Blvd. 14A, Brookley Complex, Mobile, AL 36815, 205/433-3541.

Reconditioned Drums, cut packaging costs. High grade reconditioned steel drums to meet all DOT specs 15 gallon-85 lbs. Untrap our specialty. Truck load discounts. Used drums removed. Call Drum Service N.Y. 718/84-0255, outside N.Y. 1-800/828-8913.

## COATINGS & PLASTICS

Continued from Page 36

pigment loading and to facilitate uniform coverage in automotive applications.

The Division plans to introduce five new organic pigments for use in the three major market segments at the Paint Show in Atlanta this November. They are described as offering excellent lightfastness, flocculation-resistance and better flow characteristics.

## PLASTICS MATERIALS

**PHENOLIC RESINS** — Two other major US producers of phenolic resins have followed Borden Chemical Company's move to increase phenolic resin prices this October.

R.T.L. Specialty Resins Inc. (formerly The

Specialty Phenolics Division of Reichhold Chemicals, Inc.) will raise selling prices for dry phenolics, used in friction, foundry and bonded abrasive applications, by 2 c. per pound. Prices for its liquid laminating phenolic grades will be increased by the same amount. Liquid plywood and paperboard grade resins will be increased 1.5 c. per pound. All price changes will be effective October 24.

Borden Chemical's Resins & Chemicals Division and its Industrial Phenolics Division and Acme Resin Corp. subsidiary increased prices for various grades of phenolic resin by 0.5 to 4 c. per pound, effective October 15.

All firms attribute the price increases to higher phenol costs. Prices for phenolic resins fell between 10 and 15 percent earlier this year, pushed by depressed phenol prices

and low demand for industrial grades. Demand for commodity construction grade has been strong this year, producers say.

**POLYCARBONATE RESINS** — Last week's story in this space, "CD Polycarbonates Are Taking Off Now" contained two misprints. Mobeys new CD-grade facility is Baytown, not Bayport Tex., as stated in the opening paragraph. The trade name for the grade of polycarbonate is "Makrolon CD 200".

# CHEMICAL IMPORTS

Continued from Page 39

MALEIC ANHYDRIDE 710 bgs (4D,128 lbs) (Kazimierz Clement) Kobe, 9/5.

PAPRIKA EXTRACT Ludwig Mueller 360 bgs (38,852 lbs) (Sea Land Pioneer) Algeciras, 9/8.

PARA CHLORONITROBENZENE 2 trk (18,518 lbs) (Sea Land Express) Antwerp, 8/22.

PARA CRESIDINE FUSED Leyden Customs Expeditors 72 dms (35,238 lbs) (Ming Proprietary) Kobe, 8/2.

PARA CRESOLE 16ida Sawyer 2 ink (80,225 lbs) (Aldebaran) Rotterdam, 8/13.

PARA DINITROBENZENE 2 dms (882 lbs) (Dusseldorf) Express.

MANNITOL David Chemical 120 dms (22,467 lbs) (American) Rio de Janeiro 9/10.

MARJORAN AGRICULTURAL 5 Tons 500 bgs (24,250 lbs) (Port of Hong Kong) Rotterdam, 8/4.

MELAMINE MOULDING COMPOUND 1640 bgs (80,382 lbs) (2m Hong Kong) Hefei, 9/8.

METHYL BENZYLIDENE BODDO 6 (BIBBLE) Rotheig 100 dms (25,522 lbs) (Hamburg) Suez, 9/4.

PARA NITROANILINE Silver Wings 300 dms (37,889 lbs) (Neptune) Hong Kong, 9/5.

PATA TOLEUENESIENE DRY CRYSTAL Montedison 180 dms (40,865 lbs) (Colombia) Gene, 8/12.

PATA TOLEUENESIENE DRY CRYSTAL Montedison 180 dms (40,865 lbs) (Colombia) Gene, 8/12.

PATA TERPENE SULFONYL CHLORIDE Ramill Chemi Comp North America, Inc. 120 dms (20,598 lbs) (CFC) Hamburg, 8/10.

PARACETAMOL POWDERED 50 Universal Transcontinental 32D dms (20,598 lbs) (CFC) Hamburg, 8/2.

PARAFIN PETROLEUM WAX Astor Wax 18 phg (40,874 lbs) (Sea Land Express) Rotterdam, 8/22.

Dura Commodity 120 dms (40,278 lbs) (Atlantic Saga) La Havra, 8/9.

PARAFIN WAX Frank 6 Ross 3753 chn (248,160 lbs) (Aldebaran) Rotterdam, 8/17.

METHYL DIHYDROASIMONE Misitu 12 dms (5,344 lbs) (Ming Proprietary) Kobe, 8/2.

METHYLIC ANHYDRIDE Marubeni America 73 dms (38,825 lbs) (Evergreen) Tokyo, 9/7.

METHYL METHACRYLATE MONOMER Degussa 1 ink (10,478 lbs) (Custodian Express) Rotterdam, 9/2.

METHYL CEDRYL KETONE 44 crt (5,432 lbs) (Chao He) Shanghai, 9/2.

METHYL DIHYDROASIMONE Misitu 12 dms (5,344 lbs) (Ming Proprietary) Kobe, 8/2.

METHYL PHENYLACETATE Inter Maritime Fwdg 1 mtr (18,111 lbs) (2m Hong Kong) Hefei, 9/8.

MICROCRYSTALLINE WAX Polypharm 41 dms (38,051 lbs) (Evergreen) Hong Kong, 9/5.

MILDRI BLUE 407 bgs (22,882 lbs) (American) Virginia, 9/8.

MILNAR WAX Stichmayer & Arpa 1323 bgs (134,611 lbs) (Ever Laura) Hamburg, 9/9.

MONOBUTYL METHYL CRESOLE Stich Tank Containers 100 dms (20,598 lbs) (Marubeni) Rotterdam, 9/2.

MONOCHLOROACETIC ACID Haili New York 810 dms (75,768 lbs) (American) Virginia, Hong Kong, 9/5.

MONGOLIA OLUMATATE Alumino 700 bgs (10,198 lbs) (Natal) Santos, 9/29.

MONTICOLIN 1000 (Toluene) Balfour, 9/2.

MONDIAL MARYLAND 1400 dms (75,822 lbs) (Empire) Venezuela, 9/29.

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# CHEMICAL PROFILE CAPROLACTAM

OCTOBER 13, 1986

## SUPPLY

PRODUCER	CAPACITY*
Allied, Hopewell, Va.	580
BASF, Freeport, Tex.	350
Nipro, Augusta, Ga.	180
Total	1,090

\*Millions of pounds per year. Allied uses phenol as its feedstock, while BASF and Nipro employ cyclohexane. Allied will incrementally expand the Hopewell capacity to 600 million pounds by 1988. Nipro has 180 million pounds of idled capacity at Augusta. Nipro is an entirely merchant supplier. Allied and BASF use a bulk of their output for nylon production. Profile last published 10/24/86; this revision, 10/13/86.

## DEMAND

1985: 1,021 million pounds; 1986: 1,070 million pounds; 1990: 1,200 million pounds.

## GROWTH

Historical (1978-1985): 3 percent per year; future: 3 percent per year through 1990.

## PRICE

Historical (1952-1986): High, 83¢ per pound, molten, f.o.b. works; low, 24½¢ per pound, same basis. Current: 82¢ to 85¢ per pound, div'd., same basis.

## USES

Nylon 6 fibers, including monofilament, 87 percent; nylon 6 resins and film, 10 percent; exports, 3 percent.

## STRENGTH

Demand for nylon carpet, the largest market for nylon fibers, is strong this year, the result of a booming housing market. Nylon resins consumption, paced by automotive applications, is growing 7 percent annually. On-line capro capacity utilization is virtually 100 percent.

## WEAKNESS

Falling oil prices this year has driven down the price of capro raw materials phenol and cyclohexane. Caprolactam prices have fallen in line, dropping from about 70 cents per pound, f.o.b., in January to 62 to 65¢ per pound, delivered, at present.

## OUTLOOK

Carpet growth is expected to slow to 2 percent annually through the decade. However, the nylon resin market will continue to post good growth rates, especially since US auto markets are incorporating more plastic parts into auto bodies. Demand will continue to strain capacity. Restarting Nipro's idle capacity will help meet demand and both Allied and BASF could add more capacity.

## R&D Emphasis Is Major Shift For Management

The emergence of technology as a key factor in business on a world scale has had a marked effect on management attitudes and industrial strategy. So says Dr. Douglas E. Olesen, executive vice-president and chief operating officer of Battella Memorial Institute.

Speaking before the International Congress on Technology and Technology Exchange held in Pittsburgh last week, he said, "Science, technology and innovation are at the heart of doing things better and smarter, that is, improving productivity and solving human problems in new ways."

"The global economic order of the 1980's," according to Dr. Olesen, "is far removed from the more predictable conditions of just two decades ago. In the mid-1960's, over 75 percent of the world's technology was generated in the United States. Today, only about 50 percent of the world's new technology is American and that is predicted to fall to about 35 percent by 1995."

Another approach is by acquiring other companies or by mergers.

Still another is through joint ventures and joint projects. Illustrative of this are the joint ventures between General Motors and Daimler-Benz to produce diesel engines and between General Electric and PPG to produce reinforced thermoplastic composites for vehicles and appliances.

Another method cited by Dr. Olesen is involving large cooperative research programs supported by many companies. The number of these programs has grown significantly in both the United States and Europe.

He emphasized that, in addition to companies reaching outside their own organization, "a good deal is happening internally to generate technology and to do so more quickly. We are seeing a whole new attitude in some companies—an attitude that encourages them and a supportive system to evaluate and develop them. Many companies—particularly larger ones—have set up mechanisms within the organization to encourage employees with an entrepreneurial spirit."

The Battella executive identified some of the characteristics of the current era as: the rapid and diverse movement of technology throughout the world, the movement of people with technical expertise within companies and from one company to another, and a faster cycle in bringing products from the laboratory to the marketplace.

"Business leaders see new products as the key to diversification and thus, the way to avoid being suddenly overrun by new technology and ending up with a company with neither markets nor options for the future. Leaders also are scrambling for technology, leading to specialty products. There is a great deal of emphasis in some companies in finding a unique niche in the market for specialty products—as opposed to commodities and products available from various sources."

The demand for new products has had a marked effect on the attitude of industrial leaders with respect to their approach to the

# JOB & PEOPLE JOBS & PEOPLE

## DeWitt Elects New President and VP

DeWitt & Company Inc. has named William C. Bowman president and Peter J. Jordan senior vice-president of its olefins business.

As president, Mr. Bowman will have primary responsibility for DeWitt's olefin consulting.

Mr. Jordan was formerly employed by the Dutch/Shell group of companies, most recently as a representative in Eastern Europe. He will be heading up the European division of DeWitt's olefins business.



W. Bowman



P. Jordan

## FMC Corporation Names Two Managers

FMC Corporation has appointed William J. Wheeler manager of its Phosphorus Chemicals Division and David D. Eckert general manager of specialty chemicals and group development.

Mr. Wheeler joined FMC Corporation in 1968, and was most recently division manager of citrus machinery.

The specialty chemicals area, which Mr. Eckert will administer, will consist of marine colloids and the food and pharmaceutical products divisions.



W. Wheeler



D. Eckert

DAVID CONLEY has been appointed manager of sales and development in the transportation market at Celanese Corporation's "Vectra" business unit... ROBERT KOLB has joined Avercor, Inc. as sales representative covering South Carolina, Georgia, Alabama and Florida... FREDERICK B. OLLETT has been elected treasurer at Galt Corporation.



D. Conley



R. Kolb

JAMES D. EWEN has been named technical specialist at Physichem Technologies, Inc. He will be based in the Houston area... ROY BUDSOCK has been appointed distributor marketing and brand sales specialist for the Adhesives Division of National Starch & Chemical Corporation.



J. D. Ewen



R. Budsock

# MEETINGS CALENDAR



October 13, 1986

## THIS WEEK

DRUG, CHEMICAL & ALLIED TRADES ASSOCIATION, 95th annual meeting, The Breakers, Palm Beach, Fla., October 15-18.

EUROPEAN CHEMICAL MARKETING RESEARCH ASSOCIATION, 1986 conference, "The Chemical Industry Faces Its Future," Switel Eurotel, Antwerp, Belgium, October 13-15.

NATIONAL RENDERERS ASSOCIATION, 53rd annual convention, Ritz-Carlton Hotel, Naples, Fla., October 14-16.

SOCIETY OF CHEMICAL INDUSTRY, chemical industry medal dinner, Plaza Hotel, New York, October 15.

CITY OF THE PLASTIC INDUSTRY, polyurethane division, 30th annual rigid polyurethane technical/marketing conference, Toronto, Ontario, Canada, October 16-17.

## OCTOBER

AMERICAN ASSOCIATION OF TEXTILE CHEMISTS & COLORISTS, International conference and exposition, October 18, 1986

conference on proper processing and selection of flame retardants, Klawek Island, S.C., October 19-22.

## NOVEMBER

AMERICAN PETROLEUM INSTITUTE, annual meeting, San Francisco, Calif., November 8-11.

CHEMICAL MARKETING RESEARCH ASSOCIATION, business school, personal computers in the workplace, School of Executive Development, Princeton University, N.J., November 5-7.

NATIONAL PAINT & COATINGS ASSOCIATION, annual meeting, Atlanta Hilton Hotel, Atlanta, Ga., November 3-6.

COSMETIC, TOILETRY & FRAGRANCE ASSOCIATION, 1986 scientific conference and exhibit, J.W. Marriot Hotel, Washington, D.C., November 2-5.

DRUG, CHEMICAL & ALLIED TRADES ASSOCIATION, Fall symposium, Waldorf-Astoria Hotel, New York, November 18.

COMMERCIAL DEVELOPMENT ASSOCIATION, impact of mergers and acquisitions on the future of technology-driven corporations, Hershey Hotel, Hershey, Pa., October 26-28.

EUROPEAN PETROCHEMICAL ASSOCIATION, distribution meeting, Hotel Loews, Monte Carlo, Monaco, October 19-22.

FERTILIZER ROUND TABLE, Sheraton Inner Harbor Hotel, Baltimore, Md., November 17-18.

CHEM SHOW, 42nd exposition of the chemical industry, Jacob K. Javits Convention Center, New York, York, December 7-10.

FRAGRANCE MATERIALS ASSOCIATION OF THE UNITED STATES, 10th international congress of essential oils, fragrances and flavors, Omni Shoreham Hotel, Washington, D.C., December 3-5.

FIRE RETARDANT CHEMICALS ASSOCIATION, Fall meeting, October 18, 1986

# BUSINESS BRIEFS



# BUSINESS BRIEFS

AIRCO INDUSTRIAL GASES has opened a new liquid helium distribution center in Houston. The facility represents the first commercial liquid helium supply source to be located in Texas, Airco says, and is designed to serve hospitals and health-care facilities that have Magnetic Resonance Imaging (MRI) systems in Texas and Louisiana.

DOW CHEMICAL COMPANY will feature a computer-aided solvent selection system at the 1986 Paint Show, November 5-7, at the Omni in Atlanta, Ga. The computer system will be tied into an interactive database permitting show attendees to enter formulas with up to 10 components on line.

DYNAMIT NOBEL CHEMICALS' microelectronics group has introduced what it describes as the first commercially available gold particles sizes. The chemicals include calcium phosphate, calcium oxide, calcium py-

rophosphate, calcium carbonate and calcium fluoride. The chemicals are suitable for specialized applications in the glass, crystal growing, oxide ceramic and plastic industries, GE says.

EASTMAN KODAK COMPANY's Laboratory & Research Products Division has introduced eight enzymes in research sizes, ranging from 100 to 2,000 units, with colipase available in 500 and 50,000 units. The enzymes are: ascorbic acid oxidase, cholesterol esterase, colipase, creatinine kinase/hydrolyase, diacetate kinase, L,L-glycerophosphate oxidase and lactate oxidase.

GENERAL ELECTRIC COMPANY has introduced several calcium-based chemicals made to high-purity levels and in controlled particle sizes. The chemicals include calcium phosphate, calcium oxide, calcium py-

rophosphate, calcium carbonate and calcium fluoride. The chemicals are suitable for specialized applications in the glass, crystal growing, oxide ceramic and plastic industries, GE says.

HOLLAND COLOURS INC., a joint venture of Holland Colour Apeldoorn and ICC Industries Inc., will begin production of color pigments and pigment dispersions for the paint, plastic and printing ink industries. The company plans to start production at its Richmond, Ind., plant by the end of this year. All manufacturing was previously done by Holland Colour in the Netherlands.

REICHOLD CHEMICALS INC. has introduced a high-strength polyester resin that is claimed to provide greater resistance to hydrolytic attack and improved toughness. The resin will increase Stolt-Nielsen's paraxylene tank pool to 43 ships.

STOLT-NIELSEN says the Norwegian shipowner Arne Hylstad A/S, will participate in the paraxylene tank fleet managed by Stolt-Nielsen, starting in January. Two ships, the Lake Anetie and Dua Mar, will join the fleet in January, and Hylstad has the option to add two more tankers. The addition of these ships will increase Stolt-Nielsen's paraxylene tank pool to 43 ships.

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